



REGISTERED AS A NEWSPAPER

TELEPHONE: CENTRAL 6565
TELEGRAMS: "CHEMICUS,
ESTRAND, LONDON" (2 words)

PUBLISHED WEEKLY AT 28 ESSEX ST., STRAND, LONDON, W.C.2

SUBSCRIPTION (WITH
DIARY) 20/- PER ANNUM
SINGLE COPIES 9d.

No. 2662.

FEBRUARY 14, 1931.

Vol. CXIV.



THE BEST HOUSE FOR ALL PHARMACEUTICAL PRODUCTS

AND FOR PERSONAL SERVICE

Proprietors of the "Silver Churn" Dairy Preparations.

OLDFIELD, PATTINSON & Co.
TELEGRAMS: "OPIUM."
TELEPHONES: Blackfriars 4682 (2 lines). **MANCHESTER**

Some New Preparations

Cremor Alkalinus 'A. & H.' Lozenges

Made from Cremor Alkalinus 'A. & H.'

Formula C

Sod. Bicarb.	3 parts
Mag. Carb.	8 "
Calcium Carb.	12 "

Each lozenge contains 15 grains. Two lozenges equal the normal dose
In flat boxes of 36 lozenges (for the pocket) 1/- each, 7/6 per doz.
In glass stoppered bottles containing 8 oz. 3/- each, 23/- per doz.
and containing 2 lbs. or about 600 lozenges 10/- each retail,
6/6 each wholesale.

'Byno' Eugastrol

Is a combination of stomach tissue extract with
the well-known 'Bynin' Liquid Malt.
For the treatment of Pernicious Anæmia.

In bottles, 4 oz. 5/-, 10 oz. 10/6 and 20 oz. 20/-

'Kapsol' Eugastrol

Presents the stomach tissue extract in the
form of capsules, each of which is equivalent
to 25 grammes of the extract.

In tins of 20 5/6, 40 10/6 and 80 20/-

Allen & Hanburys Ltd., London, E.2

Telephone: Bishopsgate 3201 (10 lines).

Telegrams: "Greenburys Edo London."



THE MOST ATTRACTIVELY PRESENTED PRODUCT OF ITS KIND ON THE MARKET. THE STYLE OF DECORATION IS UNIQUE, ATTENTION COMPELLING.

RETAILS
AT

1/9

USUAL
TERMS

“Shalimar” HAIR CREAM DUBARRY

THE high-class Squat Bottle cannot easily be knocked over. The bottle is fitted with a handsome gilt screw cap of elegant design.

THERE ARE TWO KINDS OF CREAM—

OILY and NON-OILY.

The oily cream is a permanent emulsion—no shaking required.



ASPIRIN "FRE-FLO"

manufactured by
W. J. BUSH & Co. Ltd.
LONDON

Aspirin "Fre-Flo" is a British Aspirin which many important users say is superior to any other. The product, as its name implies, is superlatively free flowing, of very high chemical purity and above all ENTIRELY FREE FROM THE SLIGHTEST TRACE OF ACETIC ODOUR

Some leading Tablet Manufacturers say:

"The Granular is very uniform and feeds the machines well and evenly and is very clean whilst running."

"The surface of the tablet is good, thus the product is of very nice appearance."

"These (the tablets) are excellent in every way."

"The material is particularly satisfactory and we are greatly pleased with it."

"The product reflects great credit on the makers and we shall discontinue all other supplies."

"We prefer this Granular to any other, please always deliver this material in future."

Ample Supplies, Price and Sample from—

H. W. GRAESSER-THOMAS
49 LEADENHALL STREET
LONDON, E.C.3

MONUMENT 2319

"UNOMEE, FEN, LONDON"





Well Printed

HOW many printers are there who can handle chemists' specialised printing such as labels, wrappers, cartons, window-bills, etc. with proper appreciation of the requirements of the Trade? Very few.

We have proved to hundreds of chemists, both wholesale and retail, our claim to be "The Chemists' Printers"

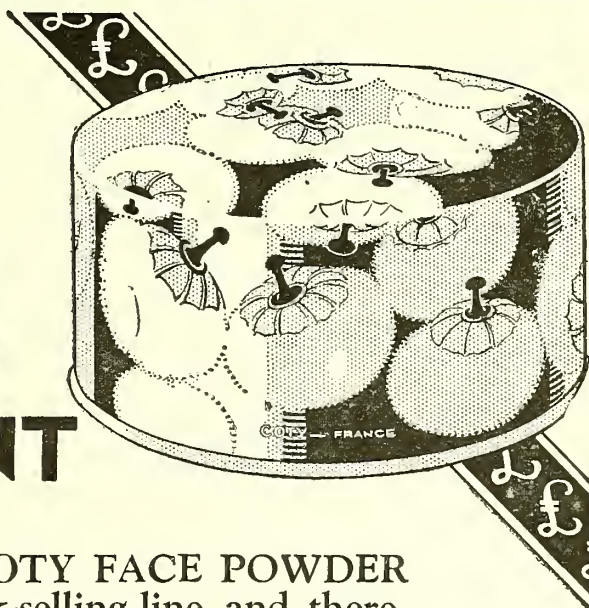
We have specialised in this branch of printing for forty years, and by keeping up-to-date in our methods and competitive in price, have achieved a reputation throughout the trade of which we are not a little proud.

We are always ready to give quotations advice and suggestions. If we are not already working for you we respectfully solicit your enquiries and trial orders.

Thomas Waide & Sons Ltd.

CHEMISTS' PRINTERS,
DARLINGTON STREET, LEEDS.

A real **GILT-EDGED INVESTMENT**



WE suggest that COTY FACE POWDER is the ideal quick-selling line, and therefore a sound investment. Its sales are increasing by leaps and bounds, and if it is prominently displayed on counters and in windows the result will be

RAPID SALES & GREATER PROFITS

COTY FACE POWDER will be advertised to the Public more vigorously than ever during 1931. Dealers who have the foresight to stock larger quantities will find that

The Finest Investment is COTY FACE POWDER

COTY (England) LTD., Coty House, 3, Stratford Place, London, W.1

Telephone : Mayfair 7244-9



Telegrams : Paricoty, Phone, London.

Consider a Brilliantine Trade

**A Line which is Returning
to the Chemist**

WE

**CAN SUPPLY JUST WHAT
YOUR CUSTOMERS WANT**



MULTIFACE, 4 oz. 7/9 doz.
Artistic Shape Label in three
shades—Green, Red and Violet,
embossed in Gold.



BEVELLED PANEL,
1½ oz. 4/- doz.; 3 oz. 6/- doz.
Stylish and Decorative with
a very distinctive Label.



PILLAR FLAT,
2 oz. 5/- doz.; 4 oz. 7/3 doz.
A really popular bottle with
the same range of Labels as
the Square Essence.

BEVELLED PANEL, 1½ oz. 4/- doz.; 3 oz. 6/- doz.
Stylish and Decorative with one of our latest Labels.



SQUARE ESSENCE, 2oz. 5/- doz.; 4oz. 7/- doz.
Fine Display Label in four shades—Green,
Violet, Tangerine and Carmine. Black
Oval Panel with Black and Gold Surround.



PYRAMID,
3 oz. 6/3 doz.; 6 oz. 9/- doz.
Neat Label in effective
Colourings.

HIRST BROOKE & HIRST LTD.
MILLGARTH MILLS, LEEDS

'PHONE: 20374 (3 Lines)

INDEX TO ADVERTISERS

Addis, R., & Son (British Industries Fair).....	xxi	Brook, Parker & Co., Ltd. (Dutch Drops).....	iv	Eucryl, Ltd. (Dentifrices).....	19
Allan Manfg. Co., Ltd. (Daylight Signs).....	22	Brown, Geo. (D. & P. Service).....	14	Evans, Gadd & Co., Ltd. (Corner's Oils).....	10
Allen & Hanburys, Ltd. (Lozenges, &c.).....	Cover	Burrough, J., Ltd. (Alcohol) Leader Page		Evans Sons Lescher & Webb, Ltd. (Rheumeze Ointment).....	13
Allen, Stafford, & Sons, Ltd. (Galenicals).....	5	Burroughs, Wellcome & Co. (Toilet Lanoline).....	25	Fassett & Johnson, Ltd. (Saltrates) ..	16
Amo Safety Razor Blade Co., Ltd. ..	20	Burt, Boulton & Haywood, Ltd. (Disinfectants).....	26	Felling Zinc Oxide Co. (Zinc Oxide) ..	ii
Association of Manfg. Chemists, Ltd. Col. Supp.		Caldicot Tin Stamping Works, Ltd. (Decorated Tins).....	xxxvi	Fennings, A. (Children's Cooling Powders).....	Leader Page
Autoway Co. (Weighing Machines) ..	8	Camwal, Ltd. (Mineral & Aerated Waters).....	xxviii	Ferber, Rbt., Ltd. (Capsules).....	xii
Ayer, Harriet Hubbard, Ltd. (Beauty Preps.).....	7	Cataline Co. (Veterinary Medicines) ..	10	Fink, F., & Co. (Gums).....	24
Ayrton, Saunders & Co., Ltd. (Wholesale Druggists).....	15	Cellophane Co., Ltd. (Wrapping Material).....	xxxix	Fox, Francis F., & Co., Ltd. (Oils) xxxvii	
		Chemical Works formerly Sandoz (Strychnine, &c.).....	iv	Fulford, C. E., Ltd. (Peps).....	x
Bailey, R., & Son, Ltd. ("Steraid" Dressings).....	xxx	Christy, T., & Co. (Kissproof Lip-stick).....	24	Gaillard's Catheters, &c.	24
Barker, R. W., & Co.	Leader Page	Coates & Cooper, Ltd. (Lacto Dextin, &c.).....	xxviii	Gambles, J. C., & Co., Ltd. (Boncilla Beautifier).....	24
Beattie, Hunter (H.B.T. Toilet Soap, &c.).....	Cover	Constipon Tablets.....	viii	Gardiner & Co. (The Scotch House), Ltd. (Overalls).....	xxxvii
Beecham-Veno Central Distributing Depot.....	xxvii	Continental Laboratories, Ltd. (Taxol) ..	vi	Gardner, W., & Sons (Glos.), Ltd. (Machinery).....	xxxv
Bell, J., & Croyden (Mostelle).....	xxix	Cooper, Son & Co., Ltd. (Cachets) ..	iv	Garfield Tea Co.	xxxviii
Bell, John, Hills & Lucas, Ltd. (Pharm. Preps.).....	Leader Page	Corrugated Packing Materials Co., Ltd. (Corrugated Paper Boxes, &c.) xxii		Gem Automatic Weighing Machine Co., Ltd.	22
Bengué & Co., Ltd. (Bengué's Balsam).....	viii	Coty (England), Ltd. (Toilet Preps.) ..	3	General Optical Co. (Clear-Sight Solution).....	8
Berdoo & Fish (Valuers, &c.) Col. Supp.		Crookes Laboratories (Collosol Ferromalt).....	xxvi	George, Ernest J. (Valuer, &c.) Col. Supp.	
Berton, Arthur, Ltd. (Cotton Textile Exhibition).....	xxxii	Cuxson, Gerrard & Co., Ltd. (Ballroom Floor Polish).....	24	Gollin & Co. Pty., Ltd. (Aspro).....	ix
Blackie, R. (Spun Ointments).....	viii	Danto Regeat & Cie (Enamelled Ironware).....	xxxv	Gower, John (Books).....	Col. Supp.
Blackwell, Hayes & Co., Ltd. (Fruit Essences, &c.).....	x	Darwins, Ltd. (British Industries Fair).....	xx	Gracsser-Thomas, H. W. (Aspirin-"Pre-flo").....	1
Blythe, W., & Co., Ltd. (Chemicals) ..	iii	Davidson, R. & W., Ltd. (Canadian Honey).....	xxviii	Griffin & Tatlock, Ltd. (Colon Machines).....	xxxiv
Bob Martin, Ltd. (Dog Preparations) ..	12	Dee Oil Co., Ltd. (Petroleum Jelly) xxxvii		Grout & Co., Ltd. (Crêpe Bandages) ..	22
Boots Pure Drug Co., Ltd. (Medicinal Products).....	v	Demonstration Co. (London), Ltd. ..	22	Hackett, S. E. (Film Overstocks).....	Col. Supp.
Box 174/209 (Agencies, &c.) Col. Supp.		Denver Chem. Mfg. Co. (Antiphlogistine).....	xi	Haller & Phillips, Ltd. (Glycerine) ..	iii
Bradbury & Co. (Ionized Iodine)	24	DeVilbiss Co., Ltd. (Sprays).....	vii	Hampshire, F. W., & Co. (1927), Ltd. (Zubes, &c.).....	vi-xi
Brady & Martin, Ltd. (Galenicals, &c.) ..	iv	Dubarry et Cie ("Shalimar" Hair Cream).....	Cover	Hampson, Fredk. (Bottles).....	xxxvi
Brierley, John (Valuer, &c.) ..	Col. Supp.	Dudley & Co., Ltd. (Toothbrush Display Sets).....	xxxix	Hanson, W., & Sons (Glassware) ..	xxxvi
British Diamalt Co. (Extract of Malt).....	xxix			Harker, C. R., Stagz & Morgan, Ltd. (Petrolax).....	x
British Drug Houses, Ltd. (British Industries Fair).....	Cover			Harkness, Beaumont & Co., Ltd. (Disinfectant).....	vi
				Harris, Hart & Co., Ltd. (Glauber Salts, &c.).....	ii

(Continued overleaf.)

StaffAllenS

POWDERED DRUGS
SOLID LIQUID
EXTRACTS
PHARMACEUTICALS
ESSENTIAL OILS
ESSENCES
ETC., ETC.

THE BEST ON THE BEST TERMS

Possessing large herb farms with an up-to-date factory on the spot, a highly qualified scientific staff, unrivalled overseas connections and nearly a century's experience, StaffAllenS are in a unique position to supply the needs of the wholesale drug trade.

GALENICALS

STAFFORD ALLEN & Sons, Ltd.

Manufacturing Chemists, Essential Oil Distillers,

Etab. 1833

COWPER STREET, :: LONDON, E.C. 2



(Wholesale Trade only.)

INDEX—cont.

Harris, J., & Co. (Surgical Rubber Goods)	xxx	Maund, F., & Berg, E., Ltd. (Showcases)	22-Col. Supp.	Sharpe & Dohme, Ltd. (B-F-I Mulford)	xxvi
Heward, R. H., Co. (Elastic Trusses, &c.)	xxx	Maw, S., Son & Sons, Ltd.	11	Shell-Mex, Ltd. (Technical Products)	24
Hewlett, C. J., & Son, Ltd. (Hepatagen)	xi	Medicus, Ltd. (Harystor)	22	Sherwood Chemical Co. (Epsonia)	xii
Hill, Thos., Engineering Co. (Hull), Ltd. (Bottle Cleaning Equipment)	xxxiv	Metropolitan-Vickers Electrical Co., Ltd. (Cosmos Lamps)	9	Simpson, W. (Optical Tuition)	xxxviii
Himrod Manfg. Co., Ltd. (Asthma Cure)	xi	Midgley & Parkinson, Ltd. (Yeast Preps.)	xxviii	Smith, Lewis (Dog Medicines)	22
Hind & Lund, Ltd. (Machinery)	xxvii	Mundt Cork Products, Ltd.	xxxvi	Smith, T. & H., Ltd. (Alkaloids)	iii
Hirst, Brooke & Hirst, Ltd. (Brilliantines)	4	Munns Bros., Ltd. (D. & P. Service)	24	Solazzi (Liquorice)	vi
Hopkins & Williams, Ltd. (Chemicals)	iii	National Association of Opticians	xxxviii	Solport Bros., Ltd. (British Industries Fair)	xix
Howard, Lloyd & Co., Ltd. (Tablets)	iv	Newball & Mason (Ginger Wine Essence)	xxix	South of England College	xxxviii
Ingram, J. G., & Son, Ltd. (Enemas)	xxiv	Newton, Chambers & Co., Ltd. (Literature)	xxxiii	Speer, W. R., & Son (Toothbrushes)	18
I-o-dent Laboratories (I-O-Dent)	18	Oldfield, Pattinson & Co. (Pharm. Preps.)	Cover	Stanberts (Advertising Balloons, &c.)	24
Johnson & Sons Mfg. Chemists, Ltd. (British Industries Fair)	xiv	Oppenheimer, Son & Co., Ltd. (Roboleine, &c.)	i	Staniform, Ltd. (British Industries Fair)	xvii
Josephs, Philip, & Sons, Ltd. (Shop-fittings)	Col. Supp.	Orridge & Co. (Valuers, &c.) Col. Supp.		Sterns, Ltd. (Oils, Petroleum, &c.)	xxxvii
Kent, G. B., & Sons, Ltd. (British Industries Fair)	xviii	Owbridge, W. T., Ltd. (British Industries Fair)	xx	Superfine Chemicals, Ltd. (Bath Salts)	24
Kerfoot, T., & Co., Ltd. (Mineral Spring)	17	Packs (1925), Ltd. (British Industries Fair)	xxiii	Taicho Laboratories (Hair Preps.)	24
Kinross, A. (Printing)	xxxix	Pharmaceutical Supplies, Ltd. (Saus Gene, &c.)	24	Tolkien, C., & Co., Ltd. (Malt & Oil)	6
Kotex, Ltd. (Sanitary Towels)	xxxix	Pitman, Sir Isaac, & Sons, Ltd. (Books)	24	Tomlinson & Hayward, Ltd. (Water-glass)	10
Lalor's, Dr., Phosphodyne, Ltd.	x	Potter & Clarke, Ltd. (Wholesale Druggists)	23	Tomlinson, R., & Son (Shopfittings)	22
Leigh, R. & H., & Sons, Ltd. (Carboy Stand)	xxxiv	Prideaux's, Ltd. (Dried Milk)	24	Toscano Dott. Simone (Liquorice)	24
LePersonne, L., & Co. (Glass Bottles and Jars)	xxxvi	Prunol Products, Ltd. (Bonus Scheme)	vii	Townsend, James, & Sons (Showcards)	xxxix
Lightbown, J. W., & Sons (Grips Pastilles)	xxv	Rendell, W. J., Ltd. (Change of Address)	xxxii	Town Talk Polish Co. (Polishing Cloths, &c.)	xxxiv
London Capsule Co. ("Adaptocaps")	xxxvi	Reynolds & Branson, Ltd.	Leader Page	Tyrer, T., & Co., Ltd. (British Industries Fair)	xv
London College of Pharmacy	xxxviii	Robinson & Sons, Ltd. (Boxes, Cartons, &c.)	xl	United Chemists' Association, Ltd. (British Industries Fair)	26
McClure, Young & Co., Ltd. (Vaposan)	xii	Rodgers, J., & Sons, Ltd. (Scissors)	22	Veldt Laboratory (Toilet Cream)	xxxviii
McGlashan, D., Ltd. (Abdine)	xxviii	Roneo, Ltd. (Duplicating Machines)	9	Viscose Development Co., Ltd. (British Industries Fair)	xxii
Mandall & Co., Ltd. (Licoricine)	viii	Rosmarie Mfg. Co. (Petal Dust)	19	Wafer Razor Co., Ltd. (Blades)	20
Marie Antoinette Co. (Morgan's Pomade)	18	Roura & Forgas (Quicksilver)	ii	Waide, Thos., & Sons, Ltd. (Printers)	2
Marsden, C. C. (Valuer, &c.) Col. Supp.		Rowland, A., & Sons, Ltd. (Macassar Oil)	19	Wanie Distributing Co. (Blades)	19
Martin, Bob, Ltd. (Dog Preparations)	12	Rudduck & Co. (Shopfittings) Col. Supp.		Ward, T., & Sons, Ltd. (British Industries Fair)	xviii
Matthews, D., & Sons (Shopfittings)		Rutherford, J., & Co., Ltd. (Toilet Rolls)	xxx	Westminster College of Pharmacy	xxxviii
Matthews Laboratories, Ltd. (Digitalis)	Leader Page	Scott & Turner, Ltd. (Andrews Liver Salt)	xxviii	Whiffen & Sons, Ltd. (British Industries Fair)	xvi
		Seruton, O., & Co. (Nurse Harvey's Mixture)	22	White's Tibo Co., Ltd. (Electric Comb)	21
		Scurr, C. A. (Optical Tuition)	xxxviii	Wilkinson, S. W., & Co. (Ointment Mills)	xxxv
		Shadeine Co. (Hair Dyes)	24	Wood Bros. Glass Co., Ltd. (Lithicaps Bone)	18
				Yadil Products (1925), Ltd. (Antiseptic)	22
				Zeal, G. H., Ltd. (Clinicals)	xxxii

Write us about it.

Telegrams: "REMOGEN, STEETON."

Telephone: STEETON, 69.

The World-famous
"Butterscotch"
Malt & Oil
 Sole Makers:
C. Tolkien & Co. Ltd.
 Remogen Works,
 Silsden, Yorkshire.

Supplied in all
 shapes of Jars,
 Containers (N.H.I.),
 etc., and in
 Bulk Drums.

A large
 assortment of
 beautifully
 lithographed labels
 for supply to
 customers,
 with own name
 and address
 printed on.

London Telephone: MARYLAND 4585.

All for  Beauty



*Beauty Preparations
that create goodwill wherever they go*

Ever since they were introduced into England three years ago, Harriet Hubbard Ayer preparations have been advancing in popularity.

Discriminating English women, having heard of Harriet Hubbard Ayer's fame in America, lost no time in proving that these preparations fulfilled their promise to improve beauty in all aspects. And they were delighted to find creams and lotions that combined several functions—the favourite always being Luxuria—a bleacher, cleanser and skin food in one.

If you follow the lead of the most important retailers in the country and take up Harriet Hubbard Ayer preparations now, you will find an ever-moving and ever-increasing sale for them. They will add prestige to your shop and—an important point—link it directly with widespread advertising in the fashionable periodicals.

Write to Harriet Hubbard Ayer Ltd., 130 Regent Street, W.1., for comprehensive catalogue and terms. Or preferably, call and see our spacious new showrooms, and receive all particulars personally.

The retail prices for the famous Luxuria Cream are 2/3, 4/6, 8/6, 11/9.

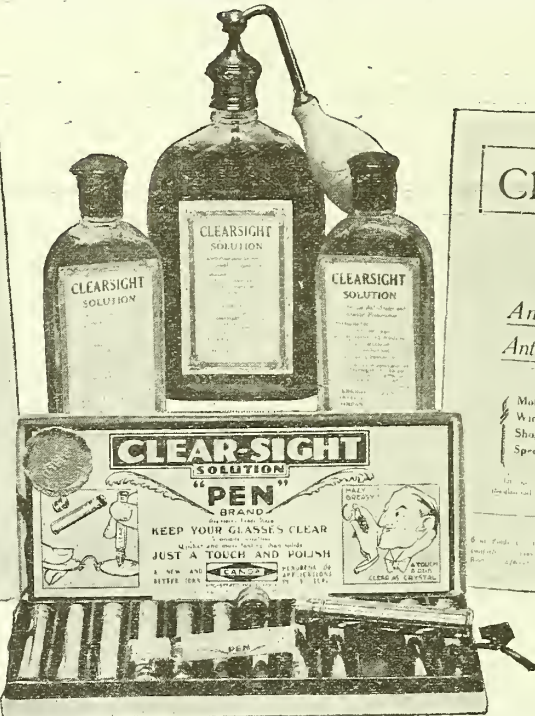
HARRIET HUBBARD AYER
LTD

Beauty Preparations

NEW YORK

LONDON

PARIS



Clear-Sight
SOLUTION
AN EFFECTIVE
Anti Steam and
Antiseptic Preparation.

Indispensable for—
Motor Car
Windcreens & Windows
Shop Windows & Showcases
Spectacle Lenses, Etc.

PRICES
10/6 1/-

Clear-Sight
SOLUTION
AN EFFECTIVE
Anti Steam and
Antiseptic Preparation.

Indispensable for—
Motor Car
Windcreens & Windows
Shop Windows & Showcases
Spectacle Lenses, Etc.

PRICES
10/6 1/-

Trade Terms on application to:—

THE GENERAL OPTICAL COMPANY
(E. T. & F. W. CORNWELL)

TEL. NOS.
2962 } CLERKENWELL
2963 }

120 CLERKENWELL ROAD, LONDON, E.C.1

TELEGRAMS:
GENOPTICS, SMITH,
LONDON



**13 Wellington St.
GLASGOW**

To cater for the requirements of customers the Pharmacy must be equipped with a modern weighing machine. One that calls for no personal attention.

The "Autoway"

IS HANDSOME, COMPACT AND IRRESISTIBLE. IT TURNS PENNIES INTO POUNDS

Pay a small deposit and let the "Autoway" defray its own cost.

"Autoway" representatives travel every county in the United Kingdom and Ireland by car, and can conveniently take the "Autoway" to your door for inspection.

AUTOWAY COY.

**51 Farringdon Road
LONDON**



With every "Autoway" we present, gratis, a handsome Infant Balance, which in itself brings Nurses and young mothers to the Pharmacy.

**172 Chapel St.
MANCHESTER**

We arrange Easy Terms of Payment



BRIGHTER LIGHTS *for* BRIGHTER BUSINESS

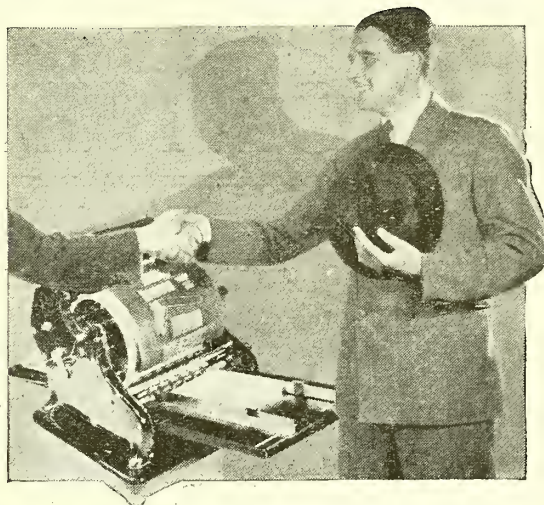
Your windows aglow
with inviting brilliance
never fail to bring
customers to your shop.

When ordering your
next consignment of
lamps specify :—

COSMOS PEARL LAMPS

Obtainable from all first-class
electrical contractors

Metropolitan-Vickers Electrical Co. Ltd.
TRAFFORD PARK - MANCHESTER



Let the Roneotype introduce you to new clients

A "Roneotyped" personal message is like a hand stretched out to welcome new customers and greet existing ones. With the Roneotype Office Printing Machine you can give your letters, leaflets, booklets and notices the vital personal touch that attracts business. However urgent the job, the Roneotype can turn it out attractively, efficiently, and at a moment's notice. However large or small the job, the Roneotype can produce it at a saving of 40 per cent. on printers' prices. A junior can operate the Roneotype with the greatest ease; your printing costs you little more than the price of ink and paper.

Businesses of every type and size are reducing overheads and enlarging their clientele with this valuable printing unit. One new customer may repay the outlay on a Roneotype. It is All British Made and guaranteed for 10 years.

Write for Booklet No. 797

RONEO

LTD.

Roneo Building,
5-11 Holborn, London, E.C.1

Telephone: Holborn 7622



CORNER'S OILS

The **GREAT** remedy for
Accidents and Animal Ailments.

Protected Retail Price - - - **2/9** per bottle.
Wholesale - - - - - **24/-** per doz.

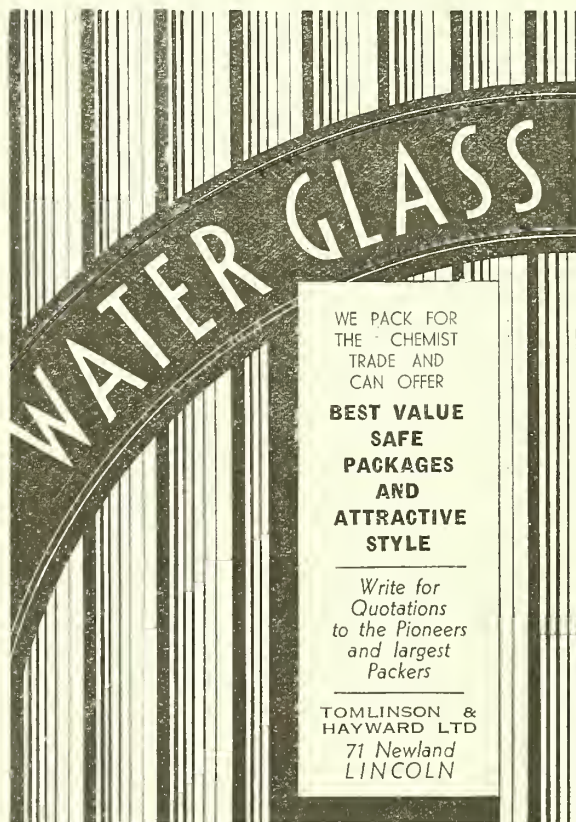
P.A.T.A. Nett 1 month.

Carriage Paid on 3 dozen Lots.

EVANS, GADD & CO., LTD., having the
sole proprietary rights in the above excellent
and well-known article, are prepared to appoint
Agents on liberal Terms.

For Window Show Terms, apply to

EVANS, GADD & CO., LTD.
REDCLIFF STREET, BRISTOL, and FORE STREET, EXETER.



WATER GLASS

WE PACK FOR
THE CHEMIST
TRADE AND
CAN OFFER

**BEST VALUE
SAFE
PACKAGES
AND
ATTRACTIVE
STYLE**

*Write for
Quotations
to the Pioneers
and largest
Packers*

**TOMLINSON &
HAYWARD LTD**
71 Newland
LINCOLN

**Cataline prevents and cures inflammatory
Diseases in Cattle.**

TO THE TRADE.

P.A.T.A. PRICES!

Are **you** stocking

CATALINE?

If not, now is the time to send us your orders.

During this month we are posting 200,000 circulars to 200,000
Farmers and all Live Stock Owners.

Many of these are your customers.

They will be asking **YOU** for **CATALINE**.

Cataline pleases Your Customers The Sales will Please You.

IS

WHAT **CATALINE** YOU

WANT

One Size. One Price. Retail at Face Value, namely, 3/9 per bott.

Cases Free.

Carriage Paid.

Our best cash with order, carriage paid, prices are:—

1 dozen	3 dozen	6 dozen	12 dozen
36/-	35/6 per doz.	35/- per doz.	34/6 per doz.

Stocked by most Wholesale Houses

Sole Makers:

The CATALINE CO., Ltd., BRISTOL

Maw's Page

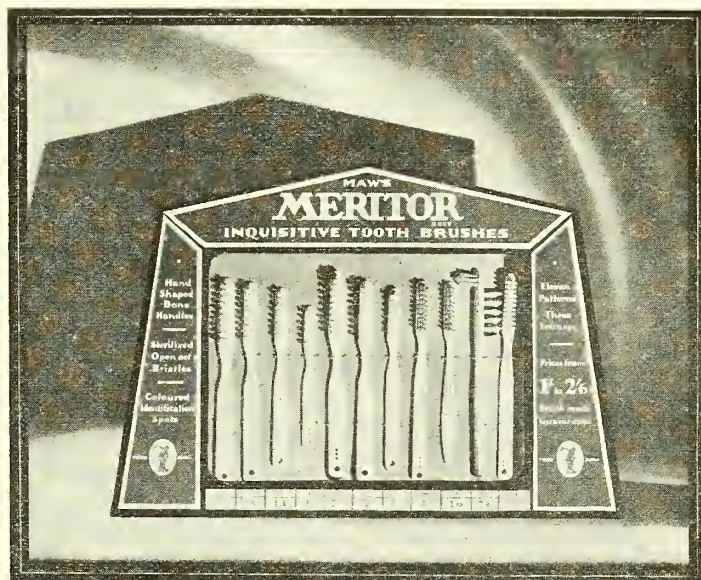
Meritor—Always moving

Meritor is always moving. That is one of the secrets of its success.

When the Meritor scheme was first introduced, it placed the retail chemist head and shoulders above all his competitors as a supplier of tooth brushes. It gave him his own complete series of brushes—beautifully made, beautifully packed and guaranteed. It gave him also a better means of selling and stocking his tooth brushes than had ever been known.

The Meritor scheme, and particularly the Meritor display case, has been often imitated, but always badly. Its imitations have constantly been a long way behind, because the Meritor scheme never stands still—it is always improving.

First the Meritor standard bone brush cabinet, then the Meritor celluloid cabinet. Now the improved Meritor



bone cabinet. There's a fine record of display progress!

The same with Meritor brushes themselves. New brushes are added to the series as the progress of dental science makes additions desirable.

Constant, untiring, unending progress for the benefit of pharmacy and the retail pharmacist—that is the history of Meritor.

Make the Meritor display case and Meritor tooth brushes a feature of your pharmacy.

S. Maw, Son & Sons, Ltd.,
Aldersgate St., London,
and Barnet.



***"I did not realise
the demand for dog
medicines until I
took up your lines"***

says Messrs. CLAYTON SMITH
of Derby in a letter to Messrs.
Bob Martin Ltd.

If you were to take a census of the number of dog owners who use Bob Martin preparations in your neighbourhood, you would discover that three-fifths are regular buyers of one or more of the preparations and that one-fifth are buyers who do not buy with sufficient frequency to be termed "regular."

This means that every third person who passes your pharmacy is a potential buyer at frequent intervals of a Bob Martin preparation if you remind him by means of the Sales Aids that you are a stockist.

You will appreciate that there is no need for you to create a demand. This has already been done by Bob Martin's comprehensive press advertising. All you need do is to make use of the Bob Martin display material in order to let dog owners in your neighbourhood know that they need go no further than your Pharmacy for their supply. This is what Messrs. Clayton Smith write:—



MESSRS. BOB MARTIN, LTD.,
SOUTHPORT.
GENTS,—

Thanks for yours of the 5th inst., and the range of small show cards for your preparations, to hand. Our Sales are steadily increasing for your lines, and like many other chemists, I did not realise the potential demand for dog medicines until I took up your lines and made a window display or two.

I enclose cheque for £1 18s. 3d. for your recommended parcel, and would like the screen and other display material for a full window display in my smaller window here.

Yours faithfully,

J. CLAYTON SMITH.

BOB MARTIN LIMITED
SOUTHPORT - ENG.

14/1/31.

For 18s. 4d. a complete range of Bob Martin preparations (retail £1 7s. 5d.) will be sent with the supply of the most recent display material. The new Sales Aids include the Pekingese showcard reproduced from the painting by Arthur Wardle, a three-piece screen, counter cards of attractive design, and a dozen copies of Bob Martin on Dogs.

DISPLAY 18s. 4d. PARCEL

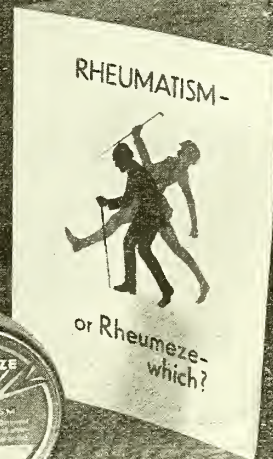
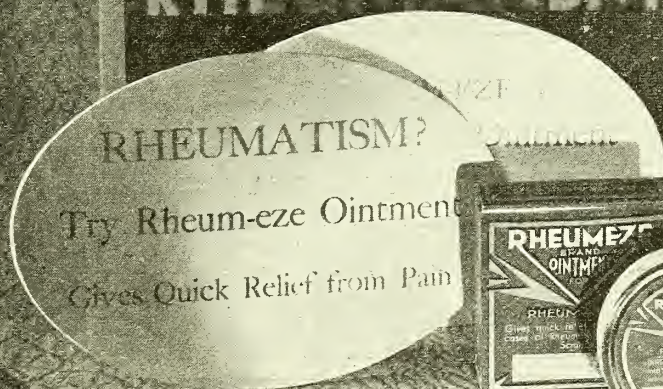
Bob Martin's 2 doz. 6d. Tasteless Condition Powders.

	s.	d.
$\frac{1}{2}$ doz. Small Strength ..	1	10 $\frac{1}{2}$
1 „ Medium Strength ..	3	9
$\frac{1}{2}$ „ Large Strength ..	1	10 $\frac{1}{2}$
	7	6
$\frac{1}{2}$ doz. 6d. Distemper Powders ..	1	10
6d. Worm Powders ..	1	1 $\frac{1}{2}$
6d. Worm Tablets ..	1	1 $\frac{1}{2}$
1/- '92 Ointment ..	2	3
6d. Cleansfur ..	1	1 $\frac{1}{2}$
6d. Chalk Blocks ..	2	3
6d. Antiseptic Dog Soap ..	1	1 $\frac{1}{2}$

18 4

Carriage paid in the United Kingdom.

The RETAIL VALUE of this Parcel is £1 7s.



RHEUMEZE is a genuine and effective salve for muscular rheumatism, lumbago and all aches and pains. Packed in a most attractive tin and accompanied with real sales-getting

show-cards and advertising matter. Rheumeze is an excellent seller, and its reliability will bring you many customers. Price 7/6 per doz., 6 doz. 7/2. Retail 1/3 each.

EVANS SONS, LESCHER & WEBB LIMITED

LIVERPOOL

DUBLIN

LONDON

CONSULT GEORGE BROWN!

—BEFORE FIXING UP
YOUR 1931 D & P.

Every client is assured of
our regular, unfailing
SAME DAY service, as we decline to
take on more work than
our capacity permits.
“We *refuse* to bite off
more than we can chew.”

ASK OUR REPRESENTATIVE TO CALL
OR WRITE FOR FREE SHOW MATERIAL

GEORGE BROWN
SPEEDY - RELIABLE - DEAD ON TIME
27A BRAZENNOSE ST.
MANCHESTER

TELEPHONE : CITY 0538

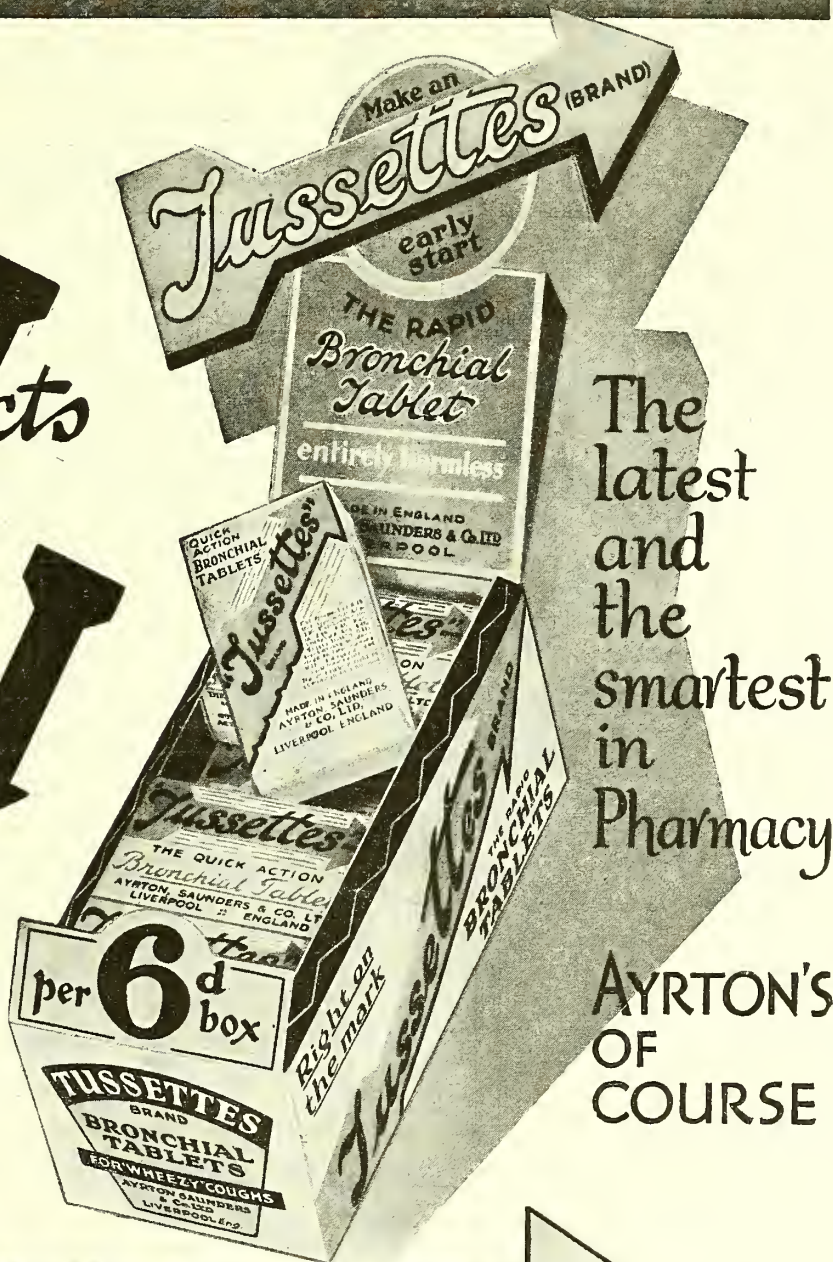
TELLS ITS OWN STORY

*The patient
feels them
doing him
good.*

*It attracts
you
It will
attract
buyers!*

Per dozen - 4/-
6 dozen - @ 3/9
12 „ - @ 3/6

*Specimen outer of one
dozen post free for 4/-*



TUSSETTES

THE QUICK ACTION
BRONCHIAL TABLET

AYRTON'S, LIVERPOOL, ENG.

STOCK these QUICK-SELLING lines on

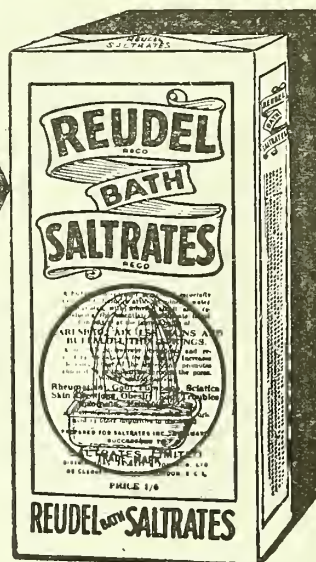
GUARANTEED SALE TERMS

Your customer requires no persuasion after he has once given our preparations a trial. He then KNOWS they are just what he

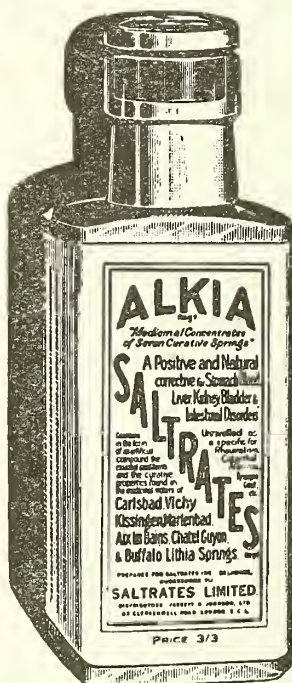
wants and is interested in no others. In other words—after you make the first sale these goods go on selling themselves.

REUDEL BATH SALTRATES

The best selling and most fragrant, refreshing, beneficial and all-round satisfactory preparation for the bath—especially recommended for Corns and all Foot Troubles, Rheumatic Pains, etc.



Sells at 1/6 and 2/6 (P.A.T.A.)



ALKIA SALTRATES

The most efficient Saline on the market and the best value for the money. Pleasant tasting and always satisfies the user. Widely advertised for Rheumatism, Gout, Sciatica, or any Liver, Kidney, Stomach, Intestinal or Blood Disorders, Catarrhal Affections, etc.

Sells at 3/3 (P.A.T.A.)

Carriage paid in Free Cases in United Kingdom on orders for three dozen, which may be assorted.

Showcards of strong selling power sent free on request.

Write for our Special Terms for Window Display.

DISTRIBUTORS FOR GREAT BRITAIN:

FASSETT & JOHNSON, LTD., 86, CLERKENWELL ROAD, LONDON, E.C.1.

Australasia—36-40 Chalmers St., SYDNEY, N.S.W.

South Africa—15 Bree St., CAPE TOWN.



STANDS ALONE!

To EXPORT BUYERS—All orders and enquiries should be addressed to our Sole Export Agents
Wm. ALFRED JONES Ltd., West India House, Liverpool

THOMAS KERFOOT & CO LTD
BARDSLEY VALE, LANCASHIRE,
& Bardsley House, London, N.1
ESTABLISHED 1797.

D/623

COPYRIGHT

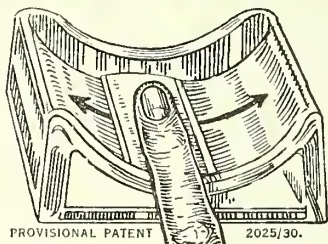
B B

LILLICRAP'S HONE

For SAFETY RAZOR BLADES

1/-

Simple, Effective



Made in Uranium Glass with
a Specially Prepared Surface.

13 Broadway Chambers, Broadway (2nd Floor),
Hammersmith, W.6.

Dear Sirs,

9th December, 1930.

Last July I was recommended by a friend to purchase one of your Lillicrap's Hones. I did so, and am delighted with the results. Before purchasing the Hone I used a new safety blade every week, but you will be interested to know I am using the same blade now (and it is still good) I had in use when I purchased one of your Hones in July last.

Yours faithfully,

(Signed) J. W. WILKINSON.

Messrs. Wood Bros. Glass Co., Ltd.,
Barnsley.

The demand will be universal. Participate in the Sales.

Trade Price
8/- per doz.

Packed in attractive Show Cartons holding one dozen.
Order through your wholesaler.

Made, packed and sold wholesale for the Patentee by
WOOD BROS. GLASS CO.
LIMITED

(Established 1828),

BARNSELEY, ENGLAND

Why the pharmacist should USE

I-O-dent TOOTH PASTE

IODENT contains an effective application of Iodine in each half-inch of paste.

In addition to its antiseptic properties the system benefits from the slight absorption of Iodine that takes place.

IODENT has no superior as a tooth whitener and its flavour pleases.

Why the pharmacist should SELL
Iodent.

6d. size **3/3** per dozen subject

1/- " **6/6** " " "

Bonus terms on 1 gross.

IODENT LABORATORIES

56 DURHAM ROAD, HOLLOWAY, LONDON, N.7.

MARIE ANTOINETTE EGG JULEP SHAMPOO POWDER



DELICATELY PERFUMED.

Suitable for all Hair; keeps same Bright,
Soft and Glossy.

Loose, 3d. Shampoos - - 19/- gross.
1/6 Boxes (seven 3d. Shampoos) - 12/- doz.

3 Boxes Bonus with 3 dozen order.

Established 35 years.

OFFER THIS : When customers ask for a colour-restorer for grey hair, or a tonic to stop falling or to promote growth, offer

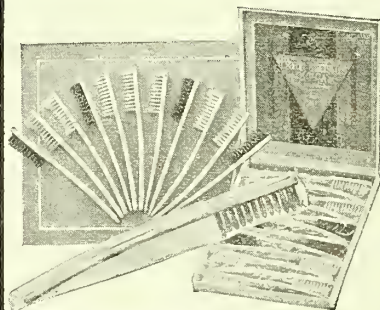
MORGAN'S POMADE

You may do so in full confidence that it will perform what it promises; 40 years' reputation, a world-wide trade and thousands of testimonials support its claim to genuine merit.

Retail 1/9 and 3/3 per pot;
wholesale 14/- and 26/- per doz. Both Articles in the P.A.T.A. List.

The MARIE ANTOINETTE CO., LTD.

149 JUNCTION ROAD,
LONDON, N.19



"THE" "STATIC" TOOTH BRUSH

BONE HANDLES
WHITE,
UNBLEACHED,
OR BLACK
BRISTLES

6/6 per doz.

From all wholesalers

MANUFACTURERS:
W.R. SPEER & SON, 215 Dalston Lane, E.8
ESTD. 100 YEARS.

*If its
Customers
you want*

YOU SHOULD STOCK

PETAL DUST

*"Wherein the subtle savour of the Flowers
sublimely dwells."*

THE GREAT FLORAL AIR PURIFIER

A TRIAL WILL CONVINCE YOU THAT—

PETAL DUST, when once shown, creates its own demand, and is therefore a valuable adjunct to every "go-ahead" store.

PETAL DUST, when displayed prominently upon your counter, will attract prudent customers by the fragrance of its unique odour, which to-day is of such universal admiration.

RETAILS IN PACKETS AT 4d. AND 8d. EACH.

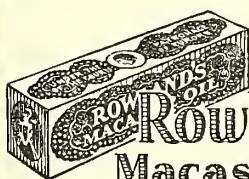
Attractive Advertising matter free on request.

Obtainable through all the usual Wholesale Houses or from
Sole Producers:—

THE ROSMARINE MANUFACTURING CO.
LONDON, S.E.1

For thinning hair

Recommend Rowland's Macassar Oil, the favourite of 137 years. It keeps the hair healthy, and staves off greyness and baldness.



RETAIL
3/6, 7/- & 10/6
P.A.T.A.

**Rowland's
Macassar Oil**

Red for
dark hair
Golden
for fair or
grey hair

A. ROWLAND & SONS, Ltd., 112 Guilford St., London, W.C.1
RM2T

HELLO! EVERYBODY!



Old Man Wanie
speaking—just done
10 days' work, and
still 'keen' for more!

Sell WANIE

THE BLADE THAT LASTS.

8/- per gross FREE SAMPLE

ON REQUEST

Dept. C.D., WANIE DISTRIBUTING CO.

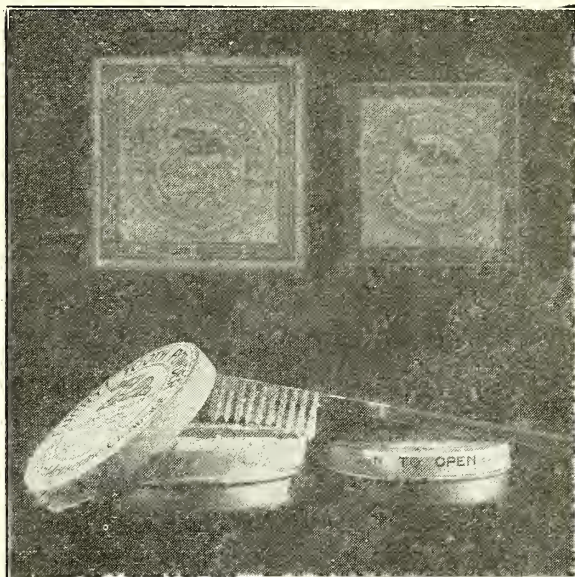
89 Aldgate High Street, E.C.3.

Irish Free State Agents:

Messrs. W. A. FREEDMAN & CO.,
21 Merchant's Quay, DUBLIN.



Eucryl



Eucryl for you

The Dentifrice that leads
to Larger Profits

Ensure for yourself the benefit of the generous terms that the Makers offer by keeping a plentiful stock of all Eucryl Products—Products that have been in continuous demand for over 30 years

Buy on Window display Terms and 30 days' credit and get—

PROFIT ON SELLING PRICE 43%

PROFIT ON BUYING PRICE 75%

Buy on Window Display Terms and send Cash with Order and get—

PROFIT ON SELLING PRICE 46.6%

PROFIT ON BUYING PRICE 87.5%

EUCRYL DENTIFRICES

Send coupon below for illustrated price list and details
of Eucryl Bonus Terms and ask for new Window
Display Material C D I

NAME _____

ADDRESS _____

EUCRYL LIMITED, SOUTHAMPTON.

You can stand behind HARYSTOR

HARYSTOR is not some quack, quick-acting remedy. It does what it says. It will restore hair that is lank, dull, lifeless, falling, and it will give to a healthy head a luxuriant, vital appearance that commands attention.



HARYSTOR

HAIR-RESTORER
PRESERVES & BEAUTIFIES THE HAIR

HARYSTOR was evolved by Mr. E. W. Blake, the noted Dietist and Specialist in Manipulative Surgery, after noting the alarming number of people who came to consult him about their hair.

HARYSTOR (P.A.T.A. Retail price 3/9) will bring a good profit to all good Chemists. If you desire to share in the success of Harystor, you should order without delay — whilst the extensive advertising now appearing in almost all the popular Daily Papers is in full swing.

MEDICUS LTD.
92 SOUTHBRIDGE ROAD
CROYDON
SURREY

NOW IS THE TIME FOR ALL GOOD CHEMISTS

TO WRITE FOR

FREE SAMPLES

AND

1931 BONUS TERMS

SHEFFIELD **AMO** STEEL
RAZOR **BLADES**

Nationally
Advertised

RETAIL
9d.
for 6



Small
Outlay
BIG
PROFITS
& SALES

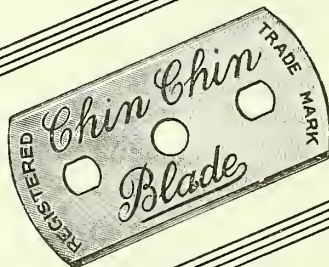
WRITE NOW:—

AMO SAFETY RAZOR BLADE Co., Ltd. Broad St. House
LONDON, E.C.2
Telephone: Avenue 8846 Grams: Uzecarnos, Ald, London

CAN BRITAIN COMPETE ?

*This new and better
razor blade is the
answer at the
B. I. F.*

1/-
DOZEN



1d.
BLADE

*Call and inspect
for yourself at
OLYMPIA*

STAND D 82

Wafer Razor Co. Ltd. 262 EARSHAM ST.
SHEFFIELD

They laughed when we introduced WHITE'S ELECTRIC COMB

**BUT
SO**

they've been making good profits out of it ever since. Over 820,000 combs have been sold and now production has at last got up to demand.

advertising on an unprecedented scale breaks loose next week, starting with full pages and other large spaces in the "Daily Mirror," "Daily Sketch," "Daily Mail," "News-Chronicle," "Daily Express," "Irish Times," "Glasgow Bulletin," "Belfast Newsletter," "Aberdeen Evening Express," "Bristol Times," etc., etc.

★ ★ £100 WINDOW SHOW COMPETITION and 5/- for a Snapshot of your Window

A window show competition with £50 first prize ; £25 2nd prize ; £15 3rd prize, and 15 consolation prizes has been organised for the best shows between now and March 31st—just a few weeks. The judges are the Editor of the "Pharmaceutical Journal" and the Managing Director of Lessel Hutcheon, Ltd., Advertising Agents, whose decision will be final.

All you have to do. The order for participation is 3 doz. 3/6 White's Electric Combs at 31/- doz., and 1 doz. 10/- at 90/- doz. You just stick your label on coupon below and post.

WHAT YOU GET

- 1 13 to the dozen for the window show.
- 2 5/- for a snapshot of it—and entry in the competition.
- 3 A special 5% if you send coupon below.
- 4 Complete show material free.

Note : All orders on this coupon get 5% if posted within 7 days. Our representatives will not offer this 5%. The discount is merely a method of keying this announcement.

WHITE'S-TIBO CO., LTD.,
Audrey House, Ely Place, E.C.1.

Note:—White's Manufacturing Company, Ltd., and Tibo Products (International), Ltd., have fused their organisations in the British Isles under above name.

To WHITE'S-TIBO CO., LTD.

Audrey House, Ely Place, London, E.C.1

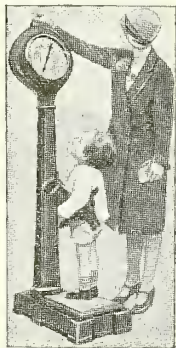
5% COUPON

Send me 3 doz. 3/6 and 1 doz. 10/- White's Electric Combs, allowing 13 to dozen, and an extra 5% in this special instance. Also allow 5/- for snapshot when I send it in and enter snapshot in £100 competition. (Only one snapshot per customer is allowed.)

Name

Address

c. & d.



Let the "GEM"
make money for you

Write for particulars and
name of local agent to the
manufacturers:—

**THE GEM
AUTOMATIC WEIGHING
MACHINE COMPANY
LIMITED**

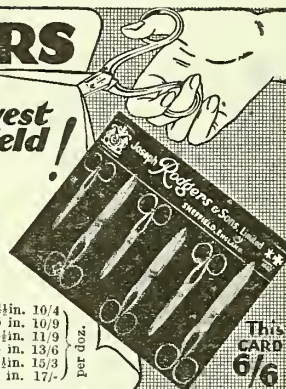
46 NEW CITY ROAD
GLASGOW C.4

**RODGERS
QUALITY**
—and the lowest
price in Sheffield!

Rodgers Scissors have always sold
on quality, now they sell on price
as well. The card illustrated costs
you 6/6 and the scissors sell at
prices ranging from 1/4 to 2/2,
showing you a net profit of 3/3
per card. They are being widely
advertised in Daily and Women's
Papers under the slogan, "What!
Rodgers' quality at that price!"

Order Card No. E. 7174/C.D., 4 1/2 in. 10/4
and see how the scissors sell 5 in. 10/9
5 1/2 in. 11/9
6 in. 13/6
6 1/2 in. 15/3
7 in. 17/-
per doz.

Joseph Rodgers & Sons, Ltd.
Cutlery to His Majesty,
SHEFFIELD.



NURSE HARVEY'S MIXTURE

A safe, simple and reliable remedy for Children's
Ailments is advertised so extensively in the
daily and weekly Press as to bring mothers to
the retailer without effort on his part.

The selling has been done before the mother
reaches the chemist, and, having supplied her, it
is only common sense to claim she will buy other
family necessities from him. Moreover, the con-
tinuous demand for it produces a quick turnover.

For Direct Terms apply to—

OSCAR SCRUTON & CO., YORK

NEW DAYLIGHT SIGNS
Any COLOURS That as a Board NO-BOX-MIRRORS
UPRIGHT or HORIZONTAL Single Signs NOT A DUST TRAP
Suitable for—PROJECTING, WINDOW, & VAN SIGNS, FACIAS, & ETC.
Send for PRICE LISTS, & PHOTO ILLUSTRATIONS.
National Advertisers, size 14x10 Double Sided, with Brackets, in Quantities
ALLAN MILES LTD 129 GRAYS INN RD. W.C.1 19/6

COMPLETE PHARMACY INTERIORS from
SKETCHES & QUOTATIONS ON REQUEST **£70**

ALL
ROUND
VALUE

We specialise in short-notice requirements

R. TOMLINSON & SONS LTD.
3 LIONEL ST. (New Address)
BIRMINGHAM

CHEMISTS' FITTINGS OF EVERY DESCRIPTION. NEW AND SECONDHAND.

F. MAUND & E. BERG (SHOWCASES) LTD.,
175/9 and 336 OLD STREET, LONDON, E.C.1

A LINE THAT SHOWS GOOD PROFIT
and ensures the confidence
of your customers.
3/6 per doz. to the Trade retailing at 6d. each.
From **LEWIS SMITH, M.P.S., Hereford**
**BONVET
DOG POWDERS**
THE SCIENTIFIC
CURE FOR:
**DISTEMPER
SKIN DISEASES
CONSTIPATION
LOSS OF
APPETITE
LIVER TROUBLE
WORMS**

DEMONSTRATIONS ARE THE MOST EFFECTIVE FORM OF ADVERTISING

We are Specialists. Our charges are Moderate and cover the securing of Sites, supplying of Staff, and General Supervision. Demonstrators supplied for your own demonstrations. **WRITE US FOR FULL PARTICULARS—**

The DEMONSTRATION Company (London), Ltd., 5 Bloomsbury Sq., London, W.C.1 Telephone: Holborn 4972.

"YOU SUPPLY THE GOODS—WE DO THE REST."

Retail Prices
Liquid Yadil or Yadilets
(Yadil Tablets), 1/3, 3/-,
4/9, 12/-, 22/6.
OINTMENT 1/3 per tin.
PASTILLES, 1/- per tin.
SOAP 1/- per tablet.

YADIL
THE CERTIFIED SAFE
ANTISEPTIC

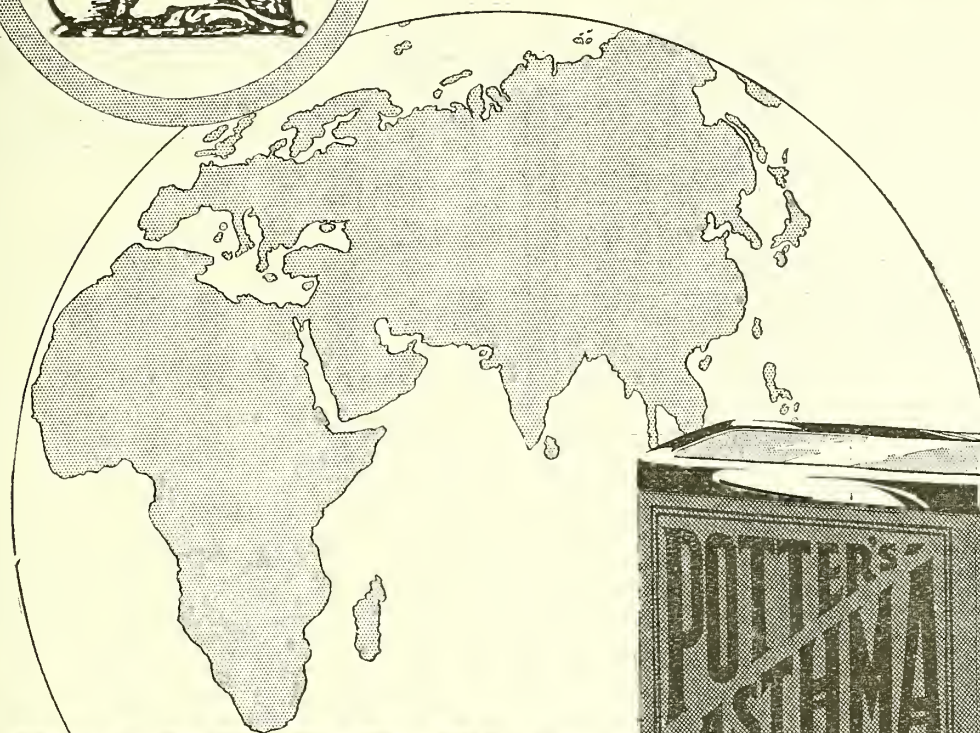
Counter Wrappers

An attractive and sales-
compelling range of Counter
Wrappers is now available.
A postcard will promptly
bring you supplies.

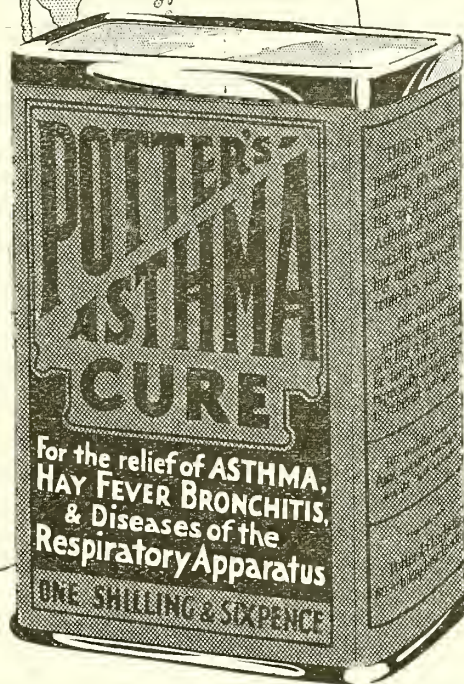
YADIL PRODUCTS (1925), Ltd., 59, Sicilian House, Sicilian Ave., London, W.C.1



**a
world wide
reputation**



POTTER'S ASTHMA CURE



Potter's Asthma Cure is consistently advertised in all the great national newspapers, thus ensuring a big demand.

Retail 1/6 P.A.T.A. Wholesale 14/- per dozen.
Packed in half dozens.

POTTER & CLARKE LIMITED
Drug Merchants --- Manufacturing Chemists

60, 62, 64 ARTILLERY LANE, LONDON, E1

'Phone:- Bishopsgate 4761-5 lines.

Grams:- Horehound, 'phone London, (2 words)

and 24, LUNA STREET, GREAT
ANCOATS STREET MANCHESTER

'Phone:- Manchester City-6048. Grams-Horehound, Manchester

FRED^K. FINK & CO.

10 & 11 MINCING LANE, LONDON, E.C.3.

TEL.: ROYAL 5094.

GUMS, ARABIC and TRAGACANTH as Imported or
Finely Powdered. :: SHELLACS ALL GRADES.**IONIZED IODINE (Kemsol Brand)**

SURGICAL AND MEDICAL SOLUTIONS

FOR ALL INJURIES AND ILLNESSES

Sold in 2 oz., 4 oz., 8 oz. and 20 oz. bottles.

Obtainable from all Wholesalers or from Distributors:

BRADBURY AND COMPANY

FULWOOD HOUSE, HIGH HOLBORN, W.C.1

DRIED MILKLarge buyers of Full Cream, Half Cream, Separated, Milk
Sugar, Whey Powder, Soluble Milk Casein, are invited to
apply for samples and quotations, stating probable require-
ments. Eight Creameries in Dorset, Somerset and Wilts.

PRIDEAUX'S LTD., MOTCOMBE, SHAFTESBURY, DORSET

LIQUORICE JUICE

SWEET—AROMATIC

Extract from the Roots of Glycyrrhiza Glabra-Siciliana

Only firm producing the article as a Speciality, and who can guarantee
a First class, Chemically pure Liquorice Juice, because the extraction is
controlled in own Laboratories.

DOTT. SIMONE TOSCANO, CHEMICAL, CATANIA (ITALY).

"IMP" BALLROOM POLISHMakes an ideal Dancing Surface on any floor, and, unlike
Boric Acid, creates no objectionable or unhealthy dust.
Sprinkler Top Cartons. SHOWCARDS WITH ALL ORDERS
COSTS 9/- and 16/-. SELLS 1/3 and 2/-

CUXSON, GERRARD & CO., LTD. OLDBURY, BIRMINGHAM

TATCHO Sample Size 6^DTHE
HAIR RESTORER6 Bottles in Case for
Counter Display,
4/- PER DOZ.PROMOTES, PRODUCES, 1/3 size .. 12/6 per doz.
BEAUTIFIES THE HAIR 2/9 size .. 26/- per doz.

TATCHO Laboratories, 5 Great Queen Street, London, W.C.2

BONCILLASells easily—displayed or not.
In tubes or jars from 1/3 upwards.
As it displaces nothing it is new
trade with a BIG PROFIT.
J. C. GAMBLE & Co., Ltd.
211 Blackfriars Road, S.E.1**BEAUTIFIER****SHADEINE**

FOR TINTING GREY HAIR

This popular article is largely advertised
and stocked by all Wholesale Houses.

Trial size 8d. per doz. .. 6/-

1/4 size, per doz. .. 12/-

2/6 size, per doz. .. 24/-

3/9 size, per doz. .. 36/-

The SHADEINE CO., 58 Westbourne Grove, London, W.2

BALLOONSPRINTED with your
ADVERTISEMENT
or BLOCK.

COMBS, PRESENTS, LEATHER GOODS, NOVELTIES, ETC.

Deal from the oldest established firm in the Trade:

"STANBERTS," STANBERT HOUSE, (Dept. "P"),

377 KENNINGTON ROAD, S.E.11 Reliance 1762

STOCK "JAZZO," THE MAGIC DANCE FLOOR POLISH.

DISPENSING

FOR PHARMACEUTICAL STUDENTS

By J. W. COOPER, Ph.C., and F. J. DYER, B.Sc.

This book is of value to students whether they are studying
alone and have access to necessary apparatus, or taking a
systematic course of instruction in preparation for examina-
tions. Second edition. 7/6 net

PITMAN'S, Parker Street, Kingsway, London, W.C.2

"SANS-GENE"Described by the Medical Profession
as the best Contraceptive on the
market 5/- 42/- per dozen**"FORODOR"**The perfect corrective for local
perspiration 1/6 12/- per dozen**"ELIZABETH MCINTYRE" Skin Cream.**An
excellent cream for night use 2/6 20/- per dozen

PHARMACEUTICAL SUPPLIES LIMITED

120 VICTORIA STREET, LONDON, S.W.1 Tele: Victoria 9888

"MUNA" Service D & PWe Collect and Deliver
TWICE A DAYin our Birmingham area.
Same Day Postal Service.

DISCOUNT

40% & 2 1/2%

Munns Bros. Ltd. 45/57 Summer Row Birmingham

SHELL HOUSEHOLD PRODUCTSShell Furniture Polish, Shell Floor Polish, Shell Household Oil, Shell Car Polish
(2 kinds, for Fabric and Coachwork Bodies), Shelltox—Certain death to all insects.
SHELL MEX, LTD. (Technical Products Dept.), 31 Gt. St. Helena, London, E.C.3.
M.C. 48) Telephone: Avenue 7263.**Kissproof**The 1/- and 2/- lines are now
being extensively advertised.

What about your stocks? THOS. CHRISTY & CO.

TRADE
MARK

'WELLCOME' BRAND TOILET LANOLINE

The icy rains of February
and the cold winds of March
spell chapped hands for the
majority of your customers

'WELLCOME' Toilet
Lanoline, presenting natural
wool-fat, highly refined, is
ideal for replacing the loss
of natural skin oil. Its
delicate fragrance and creamy
consistency set it above
ordinary commercial lanolines

Now is the time to see to
your stock of 'WELLCOME'
Toilet Lanoline

A winter-weather best-seller

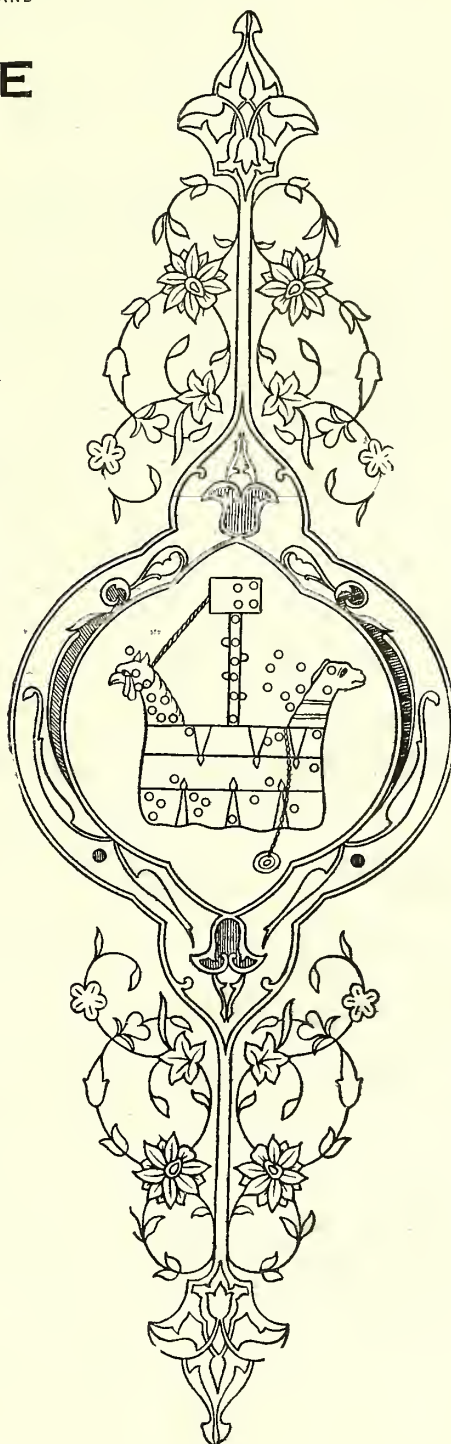
Prices in London to the Trade: Collapsible
tubes at 7/6 and 15/- per dozen (subject)



BURROUGHS WELLCOME & CO., LONDON

PERSIAN SERIES

The ornament shown is of
the early Persian period



British Industries Fair

16-27th FEBRUARY

**"UCAL" is exhibiting at
Stands Nos. B81 & 92**

All Chemists are very cordially
invited to pay us a visit

Make the "UCAL" Stand your rendezvous
THE "UCAL" TRADE MARK IS THE
TRUE SYMBOL
OF SERVICE TO QUALIFIED CHEMISTS

Good Goods	-	-	-	Sale Protected
Price Protected	-	-	-	Profit Protected

CHEMISTS TENDERING FOR OR SUPPLYING

DISINFECTANTS

TO

HOSPITALS, PUBLIC INSTITUTIONS,
Etc., Etc.

SHOULD REMEMBER

BURT, BOULTON & HAYWOOD, LIMITED

are one of the largest Wholesale Manufacturers and offer Special Terms for Contracts.

Carbolic Disinfecting Fluids containing 3% to 80% Tar Acids. Carbolic Disinfecting Fluids Rideal Walker Co-efficients 2 to 20

White Disinfecting Fluids—miscible in salt, fresh or brackish water Co-efficients 10/12, 18/20, 20/22.

Lysol 50 % Cresols guaranteed. Pine Disinfecting Fluids.

Pink Carbolic Disinfecting Powders containing 5 % to 20 % Tar Acids.

Creosote Disinfecting Powders containing 5 % to 20 % Tar Acids

Liquid Carbolic and Cresylic Acid Dark 95/97 % and Pale 97/99 %.

Sulphur Candles. Formaldehyde (Formalin) 40 % Solution. Formaldehyde (Formalin) Tablets. Liquid Soaps.

SOLUBLE Carbolic or Pine Blocks for road watering vans. Carbolic Weed Killer, etc.

Tar Acids and Rideal Walker Co-efficiency guaranteed. May be sold by Chemists and Druggists under own name.

Special Disinfectant Fluids approved by the Ministry of Agriculture under the "Diseases of Animals Acts." May be packed and sold by Chemists under own name.

Samples and prices on application to

BURT, BOULTON & HAYWOOD, LIMITED

Salisbury House, London Wall, London, E.C.2.

THE CHEMIST AND DRUGGIST



A WEEKLY JOURNAL OF PHARMACY,
THE DRUG, CHEMICAL & ALLIED TRADES.

Telegrams: "Chemicus, Estrand, London."
Telephone: Central 6565 (8 lines).

The official organ of The Pharmaceutical Society of Ireland, The Chemists' and Druggists' Society of Ireland, and of other Chemists' Societies in Overseas Dominions.

Published at 28 ESSEX STREET, STRAND, LONDON, W.C.2.

Branch Offices: 4 Cannon Street, Manchester. (Tel.: City 0052.) 54, Foster's Buildings, High Street, Sheffield. (Tel.: 22458.)
19 Waterloo Street, Glasgow. (Tel.: Central 2329.) 99 Queen Street, Melbourne, Australia.

Vol. 114. No. 7

CONTENTS

February 14, 1931

	PAGE
Ampoules	174
Association Meetings ..	175
Births	178
Business Changes	176
C. & D. Commercial	
Compendium	195
Coming Events	168
Company News	170
Corner for Students	186
Correspondence	192
Deaths	178
Delegates' Conference ..	175
English News	167
Festivities	173

	PAGE
Editorial Articles:—	
An Attempted En-	
croachment	180
Linseed Oil Outlook ..	181
Amateur Draftsman-	
ship	182
A Call for Unity	182
For New Business—III	174
Information Department	178
Insurance Act Dis-	
pensing	172
Irish News	168
League of Nations	182
Legal Reports	170

	PAGE
Marriages	178
New Zealand News	169
Observations and Re-	
flections	179
Personalities	178
Pharmaceutical	
Society of Great	
Britain:—	
Delegates' Meeting ..	183
Conversazione	185
Edinburgh Evening	
Meeting	185
Pharmaceutical Society	
of the Transvaal	169

	PAGE
Pharmaceutical	
Society of Ireland:—	
Lecture	187
Examination Results ..	187
Pharma-Kanticles—III	187
Proprietary Medicines	
Bill	176
Retrospect	194
Scottish News	168
Shop Hours Committee ..	171
Trade Marks	177
Trade Notes	177
Trade Report	188
Westminster Wisdom ..	182

English and Welsh News

Inquests

An inquest was held at Blyth, Northumberland, recently, on the body of Mr. Norman H. Tait, assistant with Boots, Ltd. The evidence showed that he had been worried in trying to win a scholarship and was suffering from the effects of influenza. Bottles found near the body had contained a 2-per-cent. solution of hydrocyanic acid. The verdict was that the deceased committed suicide while of unsound mind.

The present policy of suppressing the names of poisons at inquests on the bodies of people who die from taking some toxic substance was exemplified at an inquest in the St. Pancras (London) Coroner's Court, on January 30. The coroner addressed a medical witness as follows:—"I don't want you, doctor, to give the name of the drug so as to advertise it, and so that anyone can go and get it. It is obtained a great deal too easily. When once a prescription of it has been secured, the patient can go on repeating the doses. There is no doubt this man took pills to end his life." The deceased, Stephen O. Turbill, a civil engineer, was eventually found to have committed suicide while of unsound mind.

Birmingham

The Birmingham Central Technical College is to have additional premises.

Councillor R. H. Hume, presided at the recent Burns dinner at the Grand Hotel.

Leicester

Mr. S. K. Squires, son of Mr. Seth Squires, Ph.C. (Ward, Ltd., London Road), was a successful candidate at the January examinations for the M.R.C.S. and L.R.C.P. diplomas.

The ladies' committee of the Leicester and Leicestershire Branch of the Pharmaceutical Society held a successful whist drive at the Victoria Hall on February 5. Thirty-four tables of players participated, and the proceeds were in aid of the Pharmaceutical Society's Benevolent Fund. Mr. A. E. Young presented the

prizes to the following:—*Ladies*—(1) Mrs. Hirst, (2) Miss Hester, (3) Miss Atkinson, (consolation) Mrs. Blockley; *Gentlemen*—(1) M. Manley, (2) K. L. Dickson, (3) H. Oldershaw, (consolation) E. B. Ward. Among the donors of prizes were:—Mrs. Wilby, Mrs. Hancock, Mrs. Clark, Mrs. Ward, A. de St. Dalmas & Co., Ltd., E. H. Butler & Son, Clark, Nettlehip & Bailey, Ltd., James Townsend & Sons, and R. J. Reuter Co., Ltd. The M.C.s were Messrs. Westhead and Peberdy.

Sheffield

Mr. John Austen, Ph.C., was the subject of a biographical sketch, under the title of "Who's Who in Sheffield," in the "Sheffield Daily Telegraph" of February 5.

Mrs. Mary Ann Dunnill, whose death occurred recently in a hotel at Bude, is the widow of the late Mr. G. H. Dunnill, chemist and druggist, the founder of the business in London Road for some years owned by Mr. L. Piper. Mr. Dunnill removed to 265 Fulwood Road, and took into partnership the late Mr. J. B. Pater, trading as Dunnill & Pater.

Miscellaneous

FIRE.—An outbreak of fire occurred recently on the premises of Moore & Co., chemists, Commercial Row, Pembroke Dock. The fire was confined to the shop, and extinguished in an hour, but caused considerable damage.

POISON-LICENCE APPLICATION.—Yates & Sons (Seeds), Ltd., Cheltenham, have applied to the Worcestershire County Council for a licence to sell agricultural and horticultural poisons at their branch at High Street, Evesham.

WINE-LICENCE APPLICATIONS.—Among the recent applications for wine off-licences at the recent local Brewster Sessions, those of the following chemists have been granted:—Mr. C. E. Marriott, Lancaster; Mr. W. J. Peacock, Sittingbourne; Mr. C. W. Peirs, North Shields; Timothy Whites (1928), Ltd., Lewes; Mr. J. W. Sampson, Ph.C., Kirton, Boston.—The application of the

Bingley Co-operative Society, Ltd., Keighley, has been refused.

IN THE COURTS.—In Bow County Court, London, on February 6, C. Tolkien & Co., Ltd., manufacturing chemists, Silsden, sought to enforce the payment of a judgment debt from Johnsons Pharmacy, Romford Road, E., of £4 16s. for goods supplied in 1929 and 1930. Mr. Johnson appeared and said that he was a chemist but was now acting as an estate agent. Judge Thompson said that the defendant would have to pay in seven days or go to prison for fourteen days.

Scottish News

Brevities

The Glasgow staff of Boots, Ltd., recently enjoyed a successful dance in the Grand Hotel.

Savory & Moore, Ltd., have appointed Mr. Telford, Carlton Place, Glasgow, as Scottish agent.

A Scottish correspondent writes:—"Dispensing is the one bright spot in pharmacy at the present time; and if it should continue so, chemists will not grumble."

A tribute has been paid from the pulpit of Elgin High Church to the late Mr. John Innes, chemist and druggist, Elgin, whose death was reported in our last week's issue.

A correspondent writes:—"The editorial articles which have recently appeared in the *C. & D.* regarding the Pharmacy and Poisons Bill have had the effect of awakening the rank and file of Scottish chemists (particularly of the younger generation) to the injustice of the proposed measure, and any opposition movement is assured of solid support. 'It is a monstrous measure' is the general comment."

Irish News

Brevities

On the resignation of Mr. Thomas Sandford, Ph.C., from the chairmanship of the Improvement Committee of Newtownards Urban District Council, his colleagues passed a resolution placing on record their appreciation of his services.

Statements published recently to the effect that there is a serious growth in illicit traffic in "dangerous" drugs in Ireland, and that such drugs can be illegally procured with comparative ease, are denied in authoritative circles in Dublin.

A sequel to the death of a patient in Cavan-Monaghan Mental Hospital arose recently at Monaghan, where an attendant named Patrick McKenna was charged with the manslaughter of a patient named Francis Clerkin, who was to have had black draught but was given lysol instead. Mr. J. J. Keenan, S.S., prosecuted, and Mr. R. McWilliam, solicitor, defended. Dr. T. Conlon, resident medical superintendent, deposed that in each ward there was a medicine cabinet, and it was divided into sections. The one in question was divided into four sections. There was an inner cabinet inside the first one, which was labelled "Poisons." The rest of the cabinet was used for poisonous medicines, bandages, etc. The defendant had been in the hospital employment for twenty-seven years. His eyesight had failed during that period. Dr. K. Neary said that death was due to shock as the result of the lysol poisoning. The painter kept the lysol under his charge. Thomas Cochran, attendant, said he saw the defendant at the medicine cabinet. He had a bottle in his hand. The defendant said, "Isn't this black draught in the bottle?" Witness took the bottle out of the defendant's hand, went to the gaslight and examined it. The word "Poison" was on it. The witness said it was lysol. Michael Deery, charge

attendant, said the bottle containing lysol came to him from the painters' shop without any label on it. He put "Lysol: Poison" on the bottle. Mr. McWilliam, for the defendant, said it was the purest accident, and occurred by the fact that the bottle was in the non-poisonous side of the cabinet without a distinct poison label. The defendant was committed for trial; bail was allowed.

Dublin

Mr. Ronald W. P. Boyd, M.A., F.C.S., will lecture on "The Standardisation of Drugs," on February 27 at 8 p.m., in the examination-hall of the Pharmaceutical Society of Ireland.

The Dublin staff of Evans Sons Lescher & Webb, Ltd., manufacturing chemists, held a dinner in Wynn's Hotel recently. The event was also made the occasion of a presentation to Mr. H. C. Grimes on his retirement after representing the company in Ireland for forty years. Mr. T. Edward Lescher, O.B.E., presided. Responding to the toast of "The Dublin Branch," which was proposed by Mr. D. Kerr, the chairman said it was five years since the firm came to Dublin. The success of the Dublin branch was bound up in the prosperity of the Free State. The toast of "The Visiting Guests" was proposed by Mr. W. R. Such, and responded to by Mr. D. J. Nugent (president of the Pharmaceutical Society of Ireland) and Dr. J. A. Walsh. An enjoyable musical programme was provided, and the evening closed by the singing of "Auld Lang Syne."

Coming Events

This section is reserved for advance notices of meetings or other events. These should be received by Wednesday of the week before the meetings, etc., occur.

Monday, February 16

Guild of Public Pharmacists, Liverpool Branch, Royal Institution, Colquitt Street, at 8 p.m. Members' night. Papers by Miss E. Dobie and Messrs. H. Davis and R. H. Henriksen.

Tuesday, February 17

Glasgow Pharmacy Club, Grand Hotel, at 7 p.m. Annual dinner.

Wednesday, February 18

West Middlesex Chemists' Association and Branch, Restaurant Frascati, Oxford Street, London, W.1. Annual dinner and dance. Reception 6.30 p.m., dinner 7 p.m. Tickets 12s. 6d.
Guild of Public Pharmacists, 17 Bloomsbury Square, London, W.C.1, at 7.30 p.m. Members' night. The following papers will be read:—"Some Notes on the Work of a Radiographer," by G. W. Gibson; "Some Notes on Dakin's Solution, Ensol and Hydrogen Peroxide," by H. Davis; "The Plant as Chemist and Engineer," by C. H. Sykes.

Manchester, Salford and District Pharmacy Club, Clydesdale Club, Turner Street, at 8.30 p.m. Whist drive. Tickets, 2s. each inclusive, from Mr. A. E. Thorpe, 66 Chapel Street, Levenshulme, Manchester.

Pharmaceutical Society of Great Britain, Anglesey, North Carnarvonshire and Colwyn Bay Branch, Colwyn Bay Hotel, Colwyn Bay, at 7 p.m. Annual dinner, followed by bridge, dancing and whist. Tickets: members 7s. 6d. each, assistants and apprentices 5s. each.

Thursday, February 19

Leeds and District Branch of the Pharmaceutical Society. Meeting. Mr. H. Gillegham on "The Pharmacy and Poisons Bill."

North-East London District Pharmaceutical Association, St. John's Institute, Urswick Road, Hackney, E., at 3 p.m. Debate. "The P.A.T.A.—Alive or Dead?" Speakers, Messrs. H. E. Chapman and J. A. Kenningham.

School of Pharmacy, Trocadero Restaurant, Piccadilly Circus, London, W.1. Annual dinner. Tickets 10s. 6d. each.

Friday, February 20

Western (London) Pharmacists' Association and National Association of Women Pharmacists, Slaters' Restaurant, 192 Oxford Street, London, W., at 8.30 p.m. Joint meeting. Address by Mr. J. J. Denton, A.M.I.E.E. (secretary, Television Society), on "Television."

Pharmaceutical Society of Great Britain, Croydon Branch and Croydon Pharmacists' Association, Café Royal, North End, Croydon, at 8.45 p.m. Dr. Archer (St. Bartholomew's Hospital) will deliver an address.

New Zealand News

THE RECENT EARTHQUAKE.—Among the premises reported to be destroyed in the great earthquake which occurred on February 3 are those of four chemists in Napier, Messrs. W. H. Beck, H. Ellerm, W. P. Henderson, and A. Hobson & Co.

SALE OF POISONS.—At the next session of Parliament a new Poisons Bill is to be introduced. For some years past the Health Department has been endeavouring to obtain agreement among chemists and druggists, the trading companies and other interested parties for the purpose of tightening up the law relating to poisons and providing more adequate safeguards for the general public. The problem is a large one, and involves many side issues. For instance, it begins with the object for which the legislation should strive. Should this be to safeguard the public against accident, or to prevent it from obtaining poisons save for proper purposes? The Department has taken the conservative and safe view that the primary purpose of legislation dealing with poisons should be to attempt to prevent mishap, by prescribing proper labelling for poisonous substances and insisting on them being put up in proper containers. An ordinary beer bottle, in this view, would not necessarily be a proper container, as its purpose might be misunderstood. One of the main obstacles to agreement so far has been the fact that many poisonous substances are imported in great quantities by commercial houses and sold in bulk for the purpose of commercial use. Chemists and farmers alike purchase supplies of poisons for the purpose of resale or of use in industry. The difficulties in the way of obtaining proper packing of all these poisonous substances have proved too great in the past for agreement to be reached as to what is a desirable manner of packing. Some of the means suggested have been considered too burdensome and too expensive, and there has also been the question of a system of inspection of books so that sales of poison may be traced—a factor of importance to the police, who are vitally interested in the proposed legislation.

Transvaal Pharmaceutical Society

Annual Dinner

THE first annual dinner of the Transvaal Pharmaceutical Society was held in the Jewish Guild, Johannesburg, on December 20, with Mr. H. L. Karnovsky in the chair. A very successful gathering was attended by some fifty students. Mr. John Christie, M.P., said the chemist's business was one that demanded a great deal of the individual. It was fairly congenial in some ways, but it also made many demands, with very little recompense. There was a considerable amount of night work to be done, and there were many Acts to be administered for the protection of the public. He was sure that an association like theirs would give them the type of man who would not avoid responsibility, and who would come forward to assist in the general welfare of the profession. Students' associations were always welcome, and any suggestions put forward by the Transvaal Pharmaceutical Association would be considered. They wanted to get on the right road, the road that would give first-class chemists, first-class men in the knowledge of the profession, and ethical standards that would be a credit to the community.

Mr. W. H. Miller proposed the toast of the Association, and spoke of the relationship between apprenticeship and the professional spirit. There was certainly something very much wrong with the present apprenticeship system. The majority of the students were not getting the apprenticeship they should, which meant that the present system was being exploited as a means of cheap labour. This, he thought, affected the employers and the apprentices adversely. If the employer looked at the position from the aspect that every apprentice taken on was a possible competitor in four or five years, he did not think they would be so keen to take on so many of them. There were, of course, some employers who did take on apprentices with the object of giving them the very best training possible.

WINDOW OF THE
HERB FARM SHOP,
16 NORTH AUDLEY
STREET, LONDON, W.,
WHERE HERBS AND
PREPARATIONS DE-
RIVED FROM THEM
ARE DISTINCTIVELY
- - DISPLAYED - -



Legal Reports

Preliminary Application.—In the High Court, Dublin, on February 6, before Mr. Justice Sullivan, in an action in which Mr. Albert Leo McDermott, dentist and registered druggist, Damc Street, Dublin, sued the "Irish Times, Ltd.," Dublin, claiming £2,000 damages for alleged libel, Mr. Wood, K.C., with whom were Mr. Joseph O'Connor and Mr. Barry T. O'Mahony, applied on behalf of the plaintiff for an order striking out two paragraphs of the defendants' statement of defence, on the ground that they were calculated to prejudice, embarrass and delay the fair trial of the action. Counsel read from the statement of claim, which set out that on November 5, 1930, three summonses were heard in which the complainant was an inspector of the Pharmaceutical Society of Ireland and the defendants were McDermott & Co., Ltd. The summonses were taken for not employing as assistant or manager a duly qualified pharmaceutical chemist or licentiate apothecary to manage and conduct a shop and the dispensing and compounding of medical prescriptions therein. The plaintiff was at all relevant times (and now is) a qualified registered druggist, and is a certified assistant of the Apothecaries Hall, Dublin. The plaintiff, as such an assistant, was qualified to compound or dispense medicines to an apothecary. He was also qualified to practise as a dentist, and was a member of the Incorporated Dental Society of Ireland. The plaintiff was, at the dates mentioned, managing director of McDermott & Co., Ltd.; as such he gave evidence at the hearing and did not use the words alleged to have been spoken by him as complained of. The statement of claim set out the report of the District Court proceedings which appeared in the "Irish Times" and which contained the following:—"Mr. Albert McDermott, the managing director of the company, said that he had no qualifications. He had no intention of opening a chemist's shop again. He was now practising as a dentist. He had had a qualified assistant up to recently, but had to let him go as he had no money to pay him." The statement of claim then set out the innuendoes. The defendants, in their statement of defence, pleaded that the words complained of were part of a fair and accurate report of proceedings publicly heard before the Dublin District Court and were published without any malice towards the plaintiff, that they did not mean and were not understood to mean what was alleged in the statement of claim, and that they were incapable of the alleged meaning or of any other libellous or actionable meaning. Then followed the two paragraphs which, counsel asked, should be struck out:—"The said words in their true and natural meaning, having regard to the context and the subject-matter of the said report, mean and were and could only be understood to mean that the plaintiff 'had no qualifications to dispense and compound medical prescriptions.' The defendants say that the words with the meaning in the last preceding paragraph were true in substance and fact." Mr. Wood submitted that these two paragraphs set up or created a new innuendo which was not declared in the statement of claim and sought specifically to justify it. Mr. Fitzgerald, who with Mr. Marnan appeared for the defendants, opposed the application. Since 1859, he said, it was quite clear that it was open to a defendant to justify the words in their context and not in any artificial or strained context. He submitted that in these two paragraphs they had justified this libel in its ordinary and natural meaning. Mr. Justice Sullivan, in giving judgment, said he did not think it was competent for a defendant in an action for libel where the words were pleaded first of all *simpliciter* and afterwards with innuendo, himself to set up a meaning which, he said, the words bear, and which was not the meaning alleged in the statement of claim, and to proceed to justify the words in that meaning. Accordingly he would set aside these paragraphs of the defence; and if counsel for the defendants so desired, he would allow them to amend their defence and give them a reasonable time to do so. The plaintiff must have the costs of the application.

New Companies and Company News

P.C. means Private Company and R.O. Registered Office.

BARRETT PROPRIETARIES, LTD. (P.C.).—Capital £20,000. Objects: To carry on the business of chemists, druggists, etc. The directors are: Sir Henry R. Hornby, Bt., C. B. Petre, N. R. Smith, A. Haworth, C. Barrett, and Alice Jackson. R.O.: Old Mill Street, Brookhouse, Blackburn.

MEDICINES (SOUTH SHIELDS), LTD. (P.C.).—Capital £100. Objects: To carry on the business of chemists and druggists, etc. The subscribers are: G. Mason and W. Horn. The permanent directors are: V. Grunhut and S. Berger. R.O.: 12 Albion Terrace, Fowler Street, South Shields.

SAMUEL ROBINSON (BOLTON), LTD. (P.C.).—Capital £100. Objects: To acquire the business of a chemist and druggist carried on by S. Robinson at 183 Halliwell Road, Bolton, as "H. N. Savage." The directors are: S. Robinson, 183 Halliwell Road, Bolton, grocer (managing director), Mrs. Lilian Robinson, S. Heminsley, 83 Foxdenton Lane, Middleton Junction, retired mechanic, and W. Kirkman, 15 Boston Street, Bolton, chemist. Solicitors: Mellor & Jackson, Oldham.

F. LAMPLOUGH & Co., LTD.—H. T. Holmes, of 49 Westbury Road, Wembley, ceased to act as receiver on November 30, 1930.

"ORANJE," LTD., Amsterdam.—Dr. F. Gladow and Mr. H. Breen, previously signing per procuracion, have been appointed joint managing directors.

THE DEVILBISS CO., LTD., West Drayton, Middlesex, announce that from March 2 the Aerograph Co., Ltd., 43 Holborn Viaduct, London, E.C.1, will become sole distributors of DeVilbiss products in the United Kingdom and Irish Free State. Increased stocks of DeVilbiss atomisers will be carried at the large manufactory and warehouse which the Aerograph Company have erected at Lower Sydenham, London, S.E.26.

Deeds of Arrangement

Fleming, Adam, 179 New North Road, London, N.—The following are scheduled as creditors: J. Grossmith & Son, Ltd., London, £22; Sutton, F., & Co. (London), Ltd., London, £136.

Voluntary Liquidation

Burns & Stephens, Ltd., wholesale and retail chemists, 312 Hornsey Road, Holloway, London, N.7.—The statutory meeting of the creditors was held recently at Kimberley House, Holborn Viaduct, London, E.C. Mr. P. S. Booth reported that the company had gone into voluntary liquidation and had nominated him to act as liquidator. The statement of affairs showed liabilities £865 16s. 6d., of which £503 7s. 11d. was due to the trade. The assets consisted of cash in hand £2 5s.; stock in trade, estimated to produce £125; fixtures and fittings, £80; calls in arrear put down at £99; and book debts estimated to realise £36 16s. The total assets were £343 1s. Mr. Booth stated that the company was incorporated in October 1929, with a nominal capital of £100. The company acquired shop premises which were empty, and the cost of fittings was £115. The returns of the business had averaged £25 per week. The company had been pressed for payment for some time past. A resolution was passed confirming the voluntary liquidation of the company, with Mr. Booth as liquidator. The following are among the creditors:—J. C. Eno, Ltd., £15; J. Grossmith & Son, Ltd., £14; C. R. Harker, Staggs & Morgan, Ltd., £28; Thos. Hodgkinson, Prestons & King, £30; S. Maw, Son & Sons, Ltd., £29; Sangers, Ltd., £211.

Select Committee on Shop Assistants

EVIDENCE opposing the limitation of shop assistants' hours to forty-eight per week was given on February 4, on behalf of the Retail Pharmacists' Union, before the Select Committee inquiring into the conditions of labour of shop assistants. The evidence was given by Mr. H. H. Marshall, chairman of Executive, and Mr. G. A. Mallinson, secretary.

Retail Pharmacists' Union's Statement

A statement of evidence submitted by the Union showed that the hours of labour in the retail chemists' business were not uniform throughout the country. There was some variation between different parts of the country and between towns and country districts, also between the centre and suburban areas of the towns. The country districts and centres of towns were the areas in which chemists' assistants' hours were shortest; the lowest ascertained were forty-five hours per week, but the average in these areas seemed to be about forty-eight hours. Regarding the rest, the number of hours worked ranged from fifty to fifty-five; although there might be an isolated instance here and there exceeding fifty-five, the general average would probably not exceed fifty-four. There were certain places, such as seaside and health resorts, where, during the season, apparently the hours of labour were about fifty-seven to fifty-nine per week, but during the off-season they fell to a very low figure.

The memorandum stated that the principal economic effect of a statutory forty-eight hour week would reflect itself in the lower wages of assistants, if, as was only too likely, the employer had to pay overtime or employ extra labour to give the service the public required of chemists. It was clear that in a large business like the chemist's, where such a large proportion of the goods had a fixed price, unless the employer adjusted wages he would incur a considerable loss. Whilst the average employer might not want to reduce wages, there was a surplus of assistants, and wages would inevitably fall. The extra number of assistants employed would have no real effect upon the surplus, as it was not a feasible proposition in a small retail business to employ extra men because of the difference of a few hours per week. The employer in some cases would curtail the service to the public, and in the case of chemists this might be a serious matter for the public. It was unlikely that prices to the public would alter.

The average number of employees per chemist's shop was about three, and only in very isolated instances could it be said that the conditions of employment were other than satisfactory from a general health point of view. The exceptional cases would be city shops where some overcrowding occurred, and general hygienic conditions were not so good in some cases. The present conditions of employment in the retail chemist's business were superior to those of any other retail distributive business owing to the small staffs being the general rule in chemists' shops and the employer working side by side with his employees and under the same conditions. Hence, so far as general welfare was concerned, there was a distinct tendency on the part of the employer to bring about conditions acceptable to himself, which were equally to the benefit of his employees. There were obvious reasons for careful consideration before any further restrictions were placed upon so necessary a service as the supply of medicines. The chemists' contract with the National Health Insurance Committee called for a dispensing service in the evenings, whilst, at the same time, the normal requirements of the public necessitated a dispensing service being available at all hours of the day. The chemist was in the great majority of cases conducting his business single-handed, so far as dispensing was concerned, just as the majority of doctors conducted a single-handed practice. In both cases there were doctors and chemists in a more favourable

position, namely, doctors with partners, and chemists with assistants; nevertheless, both doctors and chemists with partner or assistants, as the case might be, were working personally.

Mr. Marshall's Evidence

In reply to questions, Mr. Marshall said he could not say the exact figures of those employed as assistants. The maximum number of hours for the assistants was sixty-four per week, and that figure he had obtained by sending out to chemists all over the country, and the average had been struck from the figures obtained. In the chemists' business it was not possible for the hours of open shop to coincide with the hours of employment of the assistant, as it might well be that he would have about a dozen prescriptions to make up when the shop was closed. To limit rigidly the hours of shop assistants to forty-eight would make things very difficult for the chemists' business. The public could not govern their demands the same as for ordinary shop requirements. They had made inquiries, and no case had been reported to them of a chemist's assistant who wanted the hours shortened. It had been broadly understood between the Ministry of Health and themselves that National Health Insurance service should terminate somewhere between eight and nine o'clock in the evening.

Replying to Mr. W. J. Womersley, the witness said that most of the shops were open for part of the time on Sunday, not necessarily in the evening. The custom was for the assistant and the proprietor to be on duty for alternate Sundays. The large multiple chemists did not open on Sunday, except in the case of the large towns where they had the all-night chemist's shop. They closed down at eight o'clock; it was left to the remaining chemists in the district to give service, and as long as there was no complaint from an insured person in the area it was all right. If, however, a complaint were made a chemist would have to make arrangements to keep open. In some cases the chemists formed a rota. The number of all-night shops was very small, and from the point of view that they were a new development and little known they were not of much use.

Mr. Womersley: Some members of the Committee have had letters from chemists' assistants alleging excessive hours?—I should not be surprised, but "excessive" is a relative term.

Mr. Womersley: Would you think it correct if they suggest they have had to work seventy-two hours a week?—It is possible for it to be correct, but it is a very isolated case.

Mr. Womersley said the fact remained that the members of the Committee received more letters from chemists' assistants than assistants in any other trade in which they complained of long hours. The witness explained that a chemist's assistant was in a different category from an assistant engaged in the ordinary distributive trades, and knowing the existence of the Committee he would write.

Mr. Womersley asked whether the assistant was given time off to balance his extra time he put in, and Mr. Marshall replied that the average assistant had more time off than he would be prepared to admit if he was told what it amounted to at the end of the year. There was always a good relationship between the employer and his assistants, and if the assistant asked for time off for special occasions he usually got what he wanted.

Mr. Rhys Davies asked whether it was right that there had been an enormous growth in the amount of trade since the National Health Insurance Act.

Mr. Marshall asked whether Mr. Davies meant in the number of shops, and on Mr. Davies replying that was what his question meant, the witness said that he would not like to say that. He would, however, admit that the proprietor chemists in this country were more prosperous than fifteen years ago.

Mr. Davies: The number of prescriptions has increased enormously, has it not?—Yes, and you cannot distribute something like £2,000,000 amongst 10,000 shops without increasing the prosperity of these shops.

Mr. Davies: Is it not true that they have increased their trade by selling other things, such as soaps, brushes and so on?—Yes, in self-defence, because our trade has suffered inroads from other trades. Take, for instance, one of our particular things, proprietary medicines, and so on; half the grocery shops of the country are selling them.

Mr. Davies: I see, you want to convey to the Committee that whereas you are undertaking a new kind of business you have lost your own business. Can you tell how far multiple shops have grown in this country to the detriment of the smaller man?—That requires a conflicting answer, because for one thing I always maintain that multiple shops have not caused injury to the chemists of this country as a whole. They may have here and there (and I have given this matter a good deal of thought), but I am satisfied that the advent of the multiple chemist has not been, on the whole, detrimental to the proprietor chemists of the country.

Mr. Davies next inquired the proportion of female employees engaged in the chemists' business. The witness said he had no figures, but he would think that the proportion was not very large.

Mr. Davies: In these big multiple shops is it true to say that the hours of labour of the assistants would be less than the hours of labour in the smaller shops because of the possibility of one assistant coming in at 8.30 and finishing at 6 o'clock, another coming in at 9 and leaving at 6.30 and so on?—No, not for that reason, but because of different closing hours. There is no shift system worked to my knowledge in any chemist's shop.

Mr. Davies: You think the conditions as a whole in your industry have improved in the last two years?—I am absolutely sure of it, in wages and conditions generally.

Conditions in City of London Chemists' Shops

At the sitting of the Select Committee on February 6 Dr. W. M. Willoughby, medical officer of health for the City of London, the only witness called, said he had prepared statistics relating to typical shops in eighteen different trades. With regard to ventilation in chemists' shops 10 per cent. were unsatisfactory, compared with an average percentage of 23.3 per cent. for all types of shops. Forty per cent. of the chemists had insufficient natural light, and 10 per cent. suffered from glare from electric light. There was an absence of heating apparatus in 20 per cent. of the chemists' shops, and 10 per cent. of those who did supply heat were insufficient. In all 30 per cent. used gas. Ninety per cent. of the chemists failed to provide messrooms, whilst the remaining 10 per cent. were unsatisfactory, and 90 per cent. provided no facilities for cooking. All the chemists were up to the standard of the Sanitary Accommodation Order, 1903, in providing sanitary accommodation. There was a 100 per cent. absence of cloakrooms in chemists' shops, and 90 per cent. failed to provide facilities for drying clothes. In the case of 20 per cent. of the chemists' shops they failed to provide a retiring room, being below the average (35 per cent.). All the chemists provided personal washing facilities; 20 per cent. used roller towels, 70 per cent. had no proper lavatory basins, 80 per cent. no hot water service, 30 per cent. insufficient number of towels, and no assistants provided their own towels. All chemists provided sufficient first aid equipment, although the average amongst shops was that 50 per cent. failed to provide any, and of those who did 6.1 were insufficient. Many shops relied on the nearest chemist's shop. He, personally, would rather see a patient taken straight to hospital, rather than be fiddled about with by an amateur, however good his intentions. To summarise, ten chemists were visited, seven small and three medium-sized; the seven small and one medium were unsatisfactory, one was fairly satisfactory, but there was room for improvement.

Insurance Act Dispensing

Record of matters concerning Chemists' interests in the National Health Insurance Acts.

Local Reports

ENGLAND AND WALES

Bury.—At a recent meeting of the Bury Insurance Committee three prescriptions were submitted, upon which had been ordered quantities of catgut and safety pins. It was resolved that the items be brought to the notice of the insurance practitioners and chemists concerned, and appropriate action be taken for disallowing them.

Derby.—At a meeting of the Derby Insurance Committee it was reported that a test sample of mist. bromidorum, N.F., obtained from a panel chemist, proved on analysis to be deficient in sodium bichlorate to the extent of 22.7 per cent. The chemist's explanation was that crystals of sodium bichlorate had appeared on the sides and bottom of a stock bottle of the mixture in double strength, due to the colder weather, and although the bottle was well shaken before being used this was not sufficient to distribute the crystals. Instructions had been given that the stock solutions should not be used again. It was resolved to warn the chemist not to keep such mixtures in a concentrated form.

Great Yarmouth.—At a recent meeting of Great Yarmouth Insurance Committee it was reported that in the third quarter of 1930 the number of prescriptions issued was 17,826. The total ingredient price was £295 18s. 8d., and dispensing fees amounted to £315 10s. 111 prescriptions for insulin were issued at a cost of £25 14s. 3d.

London.—The monthly meeting of the London Insurance Committee was held on January 22. The Finance

Subcommittee recommended the payment of accounts amounting to £249,840 9s. 9d., including £42,417 4s. 6d. to chemists for the medical year 1930. The accounts were passed. The Medical Benefit Subcommittee submitted the following statistics for January-October (inclusive), 1930 and 1929:—

	1929	1930
No. of prescriptions ..	7,542,576	6,723,045
Cost of ingredients ..	£109,357 11s. 2d.	£91,817 10s. 4d.
Dispensing fees ..	£140,404 4s. 10d.	£121,602 12s. 6d.
Average cost of ingredients	3.48d.	3.28d.
Average cost of dispensing fees ..	4.47d.	4.34d.
No. of persons on list ..	1,843,168	1,891,088

The report of the Pharmaceutical Service Subcommittee stated that 177 samples of medicine and forty-three samples of appliances had been taken during the period July 1 to December 31, 1930. It was considered necessary to refer to the Subcommittee for consideration forty cases of medicines and two cases of appliances.

SCOTLAND

Aberdeen.—At a meeting of the Aberdeen Burgh Insurance Committee, on January 21, the following recommendation was agreed to:—"That the prescribing of proprietaries—except secret remedies—be allowed in the area, subject to review by the Panel Committee." Councillor Beaton, who moved the recommendation, recalled that a few weeks ago a subcommittee, including two doctors and two chemists, were appointed to deal with the question. A list of proprietaries that might be prescribed was prepared, and the Panel Committee was consulted, but they could not see their way to alter their previous decision. After careful consideration, the subcommittee unanimously recommended that they fall into line with other centres in Scotland and allow proprietaries under the terms of the recommendation.

Festivities

Whist Drive and Dance

THE annual whist drive and dance organised by the Manchester Pharmaceutical Association took place at the Midland Hotel on January 14. The president (Mr. E. Stabler) and Mrs. Stabler received the guests. After supper Mrs. Stabler presented the prizes to the winners of the whist drive as follows:—*Ladies*, (1) Mrs. Miller; (2) Miss Williamson; (3) Mrs. McGarrol. *Gentlemen*, (1) Mr. D. Dickson; (2) Mr. T. Miller; (3) Mr. W. I. Scholes. The prizes were given by S. Maw, Son & Sons, Ltd., Oldfield, Pattinson & Co., James Woolley, Sons & Co., Ltd., and Mr. and Mrs. Stabler. A cordial vote of thanks was accorded to the donors of the prizes. Dancing continued until 1 a.m.

Staff Functions

THE staff of Boots, Ltd., Guernsey, held their annual dance and social recently. The guests, numbering over 100, were welcomed by Mr. and Mrs. G. H. Priestley. The prizes for whist were presented by Mrs. Priestley.

MORE than 300 attended the New Year's party of the London staff of Burroughs Wellcome & Co., held on January 21. The programme included games and novelty dances and an excellent concert by members of the staff. Mr. G. E. Pearson (general manager) was present, and Mr. C. Gordon Oakes acted as M.C.

Bath Whist Drive

AN enjoyable evening was spent by members of the Bath Branch of the Pharmaceutical Society on January 22, when the annual whist drive was held. The guests were received by the president (Mr. T. Rees) and Mrs. Rees, and Mr. W. H. Hallett acted as M.C. The company included Mr. W. J. Hallett, Mr. D. J. Williams, Mr. T. Cornish, Mr. E. Williams, Mr. Fuller, Mr. Luther Wilson, Mr. W. H. Fletcher (secretary), and Mr. R. H. Moore. The prizes were awarded as follows:—*Ladies*: (1) Miss Aspell; (2) Mrs. C. Jenkin; (3) Mrs. Olds; (travelling) Miss Gibbs; (longest at one table) Mrs. W. H. Hallett; (highest score, first half) Mrs. Christopher; (lowest score, first half) Mrs. D. J. Williams; (second lowest) Mrs. Adams; (third lowest) Mrs. Mitchell; (consolation) Mrs. Rogers. *Gentlemen*: (1) Mr. A. C. Olds; (2) Mr. W. J. Hallett; (3) Mr. Armstrong; (travelling) Miss Adams (as gentleman); (longest at one table) Miss Rogers (as gentleman); (highest score, first half) Mr. Luther Wilson; (lowest) Mr. L. Jenkin; (second lowest) Mrs. Alexander (as gentleman); (third) Mrs. T. Rees (as gentleman); (consolation) Mrs. W. Cooper (as gentleman).

Sheffield Dinner and Dance

A DINNER and dance, under the auspices of the Sheffield Pharmaceutical and Chemical Society and Branch of the Pharmaceutical Society was held on February 5, Mr. C. W. Hobson in the chair. The company numbered over 150. Mr. J. Austen (chairman of the Branch), proposing "The Lord Mayor and Corporation of Sheffield," said he thought they ought to talk of Sheffield in more optimistic tones. The Lord Mayor, responding, thought Sheffield was a better place to live in nowadays. Mr. F. Hindle, proposing the toast of "The Pharmaceutical Society of Great Britain," said the Council had a great task before them. He was sure they would have the support of the chemists. Mr. A. R. Melhuish (president of the Society), in thanking Mr. Hindle and the members for the cordial manner with which they had received the toast, made reference to the loss sustained by the death of Mr. J. Gilbert Jackson. He also made reference to the work of Mr. Antcliffe as chairman of a committee of the Council. Mr. A. Knowles, proposing "Sheffield Industries," outlined the difficulties through which Sheffield was passing. The Master Cutler, responding, said

Sheffield was going through a very difficult time, but he thought they would pull through. "The Local Pharmaceutical Organisations" was proposed by Mr. A. Neal, and responded to by Mr. C. W. Hobson. "Our Guests" was proposed by Mr. H. Antcliffe, and responded to by Sir W. E. Hart (town clerk of Sheffield).

The Croydon Dinner

THE annual dinner of the Croydon Branch of the Pharmaceutical Society and Croydon Pharmacists' Association was held in the Café Royal, North End, on February 11. Despite inclement weather the company was up to full strength, and a very enjoyable evening was spent. The guests were received by the chairman of the Branch (Mr. R. Rickard) and Mrs. Rickard, and included Mr. H. N. Linstead (secretary of the Pharmaceutical Society), Dr. Archer (St. Bartholomew's Hospital) and Mrs. Archer, Mr. J. H. Sutton (president of the Associated Pharmaceutical Societies of South Africa), Mr. W. O. McBryde (president of Croydon Pharmacists' Association) and Mrs. McBryde, Mr. F. R. Barlow (president of Reigate and Redhill Pharmacists' Association) and Mrs. Barlow, Alderman and Mrs. Higgs (Thames Valley), Mr. and Mrs. Hocken, Mr. and Mrs. Padwick, Mr. and Mrs. Powell (Redhill), Mr. H. E. Chapman, Mr. K. J. C. McLennan and Mr. Arthur Mortimer. The spur tables were in charge of Messrs. Allcorn, Dickinson, Morris, Neve, Noble and Paterson. The company also included many representatives of wholesale houses. After the loyal toast had been honoured Mr. W. O. McBryde proposed "The Pharmaceutical Society of Great Britain." He had a strong leaning, he remarked, for the business side of pharmacy, and he appreciated the businesslike attitude of the Society to the pharmaceutical problems of the present day. He welcomed Mr. Linstead, who was entitled to their greatest respect. The history of the Society, said Mr. McBryde, had been one long, continuous effort to improve the education, training and qualification of the chemist. On the question of the Pharmacy and Poisons Bill and the amendments he promised the full support of the Croydon Association and Branch. Mr. Linstead, in reply, thanked Mr. McBryde for the kind way in which he had proposed the toast. The Bill had meant an extra amount of work for the president and himself. He emphasised that whatever their opinions were about details there had never been an occasion where it was more necessary to present a united front. This was a time of difficulty, but also a time of opportunity. He believed they would never see the direct subordination of pharmacy to a Government department. Mr. F. R. Barlow proposed "The Croydon Branch and Croydon Pharmacists' Association," which was replied to by Mr. Rickard. "Our Guests" was proposed by Mr. T. A. Allcorn and responded to by Mr. J. H. Sutton and Mr. Arthur Mortimer. The great success of the evening was to a large extent due to the energy of Mr. H. C. Neve, who, in the words of the chairman, "is a paragon of a secretary."

Association Meetings

Birkenhead.—A meeting of the Birkenhead and Wirral Pharmacists' Association and Branch of the Pharmaceutical Society was held on February 4. Mr. C. H. Wright (president) in the chair. The speaker was Mr. F. D. Phillips, of the Retail Pharmacists' Union Executive, supported by Mr. W. H. Clubb (Liverpool). Mr. Phillips gave an interesting paper on the activities of the R.P.U. He stated that the drug fund was again solvent for 1930, and would be able to pay a bonus. Other interesting points were the high standard of efficiency in dispensing, and the new regulations relating to industrial methylated spirit. Regarding the Pharmacy and Poisons Bill, the R.P.U., he said, were working to assist the Society in amending the Bill or evolving a new one which would be acceptable. After discussion, Mr. J. Waterworth proposed a vote of thanks to Mr. Phillips.

For New Business

By a Business Consultant

III—The Mailing List

THE term "mailing list" seems at first sight to suggest big business, a staff of clerks and a large postage bill; but this is by no means the case. The business with a weekly turnover of £50 can engage the services of the postman just as effectively as a much larger concern. In fact, "direct advertising" is one of the cheapest forms of advertising, in that—if properly applied—it obviates waste and allows the pharmacist to place his message before those people most likely to require his services.

Before preparing the mailing list it is advisable to classify existing customers. Assuming that the district is a medium- to high-class one, there will be a certain number of credit accounts, and reference to the sales book or ledger will suggest various headings under which various customers may be classified. There will be some people who buy patent medicines fairly often but who do not appear to purchase anything else; others only have their doctor's prescriptions dispensed; others again, buy toilet goods; and still others buy only invalids' and babies' requisites. Of course, there are some people who will not be moved by any argument; but if the suggestion is made in the right way, a good proportion of what may be termed "one-sided" customers may be persuaded to transfer the remainder of their custom to the pharmacist who is equipped to serve them. An analysis of the sales book in this way will be illuminating.

The next step is to procure from a commercial stationer a small card index with plain cards about 5 x 3 inches, and alphabetical index cards from A to Z. It is possible to obtain a small outfit in a stout cardboard box for about 3s. 6d. The box will be filled with white cards, and these will be useful for general purposes. A further supply of cards will be required in various colours, so that the index may be classified without interfering with the alphabetical arrangement. Here is an approximate list, the colours representing the card to be used for each class:—

	CUSTOMERS' CARD	PROSPECTS' CARD
Unknown or general ..	White	Buff
Doctors' prescriptions ..	Yellow	Orange
Patent medicines ..	Rose	Red
Toilet goods	Mauve	Violet

As soon as a prospect becomes a customer a card of the correct colour is made out and the "prospect's" card is destroyed. A most important part of the mailing list system is the log book. If this is used to record each and every single piece of information—however trivial—which comes to light in the course of the day's business it will be of the greatest possible assistance in keeping the mailing list up to date. It is better to send out twenty letters of the right kind than a hundred badly printed circulars. The letter is going to be the representative of the pharmacist. A hundred printed headings on quite good paper can be obtained for 6s.; 100 court-shaped envelopes will cost another 2s.; the postage on 100 letters printed by the facsimile process will be 4s. 2d.; and if 4s. 6d. is allowed for printing the total cost of 100 letters will be 10s. 8d. It is important to use good stationery, and the pharmacist should sign the letters personally. It is now generally recognised that the letter must be written from the customer's point of view. "You will be interested . . ." "You often require supplies of . . ." "It is useful to know where you can . . ." are examples of the modern trend in letter-writing—letters that bring in business.

Ampoules and their Preparation

WHEN the 1914 edition of the British Pharmacopœia was issued there was not the same demand for hypodermic medication that exists at the present time, with the result that only five injections were included and no directions were given to ensure the actual, or permanent, sterility of the preparations, nor was any mention made of the glass in which the solution was to be kept.

Glass.—Ampoules should not be made from glass containing lead or an excess of iron, otherwise the chief requisites are that the tubing should be capable of being readily drawn to give an even thickness, and that the glass should be fairly soft to enable rapid sealing to take place in an automatic filling machine. It is important that, while being as soft as possible, the glass should not contain such an excess of alkali as to be deleterious to the contents of the ampoule, nor should it be so brittle that it is liable to fracture easily. Most pharmacopœias issued recently give directions for testing the glass that is employed in the manufacture of ampoules, but these tests are on the whole unsatisfactory.

Since glass is a colloid it is impossible to make it so that no alkali will be liberated under any conditions, and the author has yet to meet a sample of glass, made into satisfactory ampoules, that does not turn water alkaline when heated in an autoclave at 20 lb. steam pressure for one hour, but the amount of alkali thus dialysed out should be very slight indeed, or it may be sufficient to hydrolyse the contents of the ampoule. It is suggested that an indicator test similar to the one described below should be employed for ampoules and specimens of glass intended for their manufacture. The glass should not be cleaned, washed or otherwise treated before being tested, since, except in rare instances, it is not practicable to do this before filling, ampoules being received from the makers sealed and ready for sterilisation. The contention of certain makers that the glass should be washed before testing it for alkalinity is untenable; they maintain that the amount of free alkali already present depends on the conditions of storage, whether this be dry or moist, but there can be no denial of the fact that when glass is kept in a damp atmosphere the surface tends to be more acid than alkaline.

Indicator Test.—5 c.c. of neutral phenolphthalein solution (0.04 per cent. in 60 per cent. alcohol) and 5 c.c. of neutral phenol red (0.02 per cent. in 60 per cent. alcohol) are each diluted to 95 c.c. with neutral distilled water, or the diluted indicators may be neutralised carefully with N/100 acid or alkali, and made to 100 c.c. by the addition of 5 c.c. of N/100 HCl. The ampoules are then filled and autoclaved for one hour at 20 lb. pressure. For all ordinary use the indicator solutions should remain acid, but for those ampoules which are to contain oily solutions or suspensions, high concentrations of alkaline salts, quinine salts, etc., not more than a trace of colour should be seen in the phenolphthalein solution, and the phenol red should not be more than Ph 7.6.

Ampoule Contents.—The experience of many is that the active ingredient in certain solutions will almost always decompose eventually, whether the glass be neutral or not, but it is their opinion that this action is caused by the alkali liberated from the glass. To a certain extent this is true, but, particularly in the case of alkaloids, decomposition is frequently aided by the presence of oxygen, and suitable precautions will prevent the occurrence. It is recommended that all water employed should be freshly boiled or autoclaved.

Sterilisation.—Some authorities recommend that solutions be sterilised as far as possible by heat, and that filtrations be avoided, but this is contrary to the author's experience. In most cases it is sufficient to prepare the solutions under aseptic conditions, especially if bacteriological control is possible, but if sterile vessels and covers alone are not adequate, then filtration through a porous pad, candle or other type of filter is most satisfactory. For filtration the solution should be prepared as nearly double strength as convenient, passed through the filter and water washed through to make the requisite volume or weight.

Reflections on the Delegates' Conference

A Turn of the Tide

By Frank E. S. Clarke

It must be now fairly evident to those interested that there is appearing on the pharmaceutical horizon a growing and responsible opposition, ripe for organising, to the present Bill and policy of the Pharmaceutical Society, and this increasing dissatisfaction is reflected in many ways. The proprietor pharmacist is at last beginning to wake up, a closer and more intelligent examination of the Bill is now being made, its implications and impositions are being more fully realised, and consequently there is setting in a decided reaction against the policy of the Society regarding the Bill. The two editorial articles in THE CHEMIST AND DRUGGIST expressing an independent view of an outside authority are not only enlightening, but also convincing. If any further justification is needed by any chemist for supporting an opposition, surely it is now to be found in the statement issued by the R.P.U. in the issue of the C. & D. for February 7.

This frank statement of Mr. Mallinson's makes it clear that the Society were adamant in their policy of the divorcement of poisons from pharmacy, and refused to be influenced or guided by the much more representative body of retailers, the R.P.U., whose policy, had it been adopted, would have received the entire support of the trade. It is to be regretted that the R.P.U. gave up their opposition for the sake of a false unanimity. The most interesting statement of all is: "The Society . . . could not object to the Poisons Board proposals as such, but would be prepared to object to the Bill as a whole if no improvements could be obtained." It is evident that no improvement of the Bill is to be effected which in any way weakens the authority of the Poisons Board or the power of the Home Secretary.

The principles and policies of both our organisations are now to be thrown over, and we are to try to get "some improvements." A policy of despair has thus been brought about by the failure of both to consult the views of their respective memberships. Nevertheless, it is encouraging to find some talk of opposing the entire Bill, and in view of this statement of the R.P.U. I feel that the resolution to oppose the Bill passed at my meeting is now considerably strengthened. The need for a new orientation of pharmacy has arisen. That super-ethical policy, which has been so inherent in the life of the Society all these years, can no longer be maintained. Conditions have changed. We ought, therefore, not to support any policy that separates poisons from pharmacy. "The sale of all poisons and dispensing of all medicines" is not an unworthy slogan. To secure this policy in the programme of pharmaceutical politics, some organised opposition must be directed towards those bodies responsible for our politics; and both the Society and the R.P.U. must be made to feel the force of such opposition.

Since the above article was in type, Mr. Clarke writes:—

"May I be allowed to make it quite clear to all who are supporting me in my movement that a self-styled body called the Institute of Qualified Chemists, etc., apparently exclusively set up by Messrs. McNeal and Laws, is entirely without my previous knowledge and consent, and I cannot in any way associate myself or supporters with this self-appointed body, whose objects, I believe, are other than pharmaceutical? An influential and authorised executive is now being formed, based on my resolution, and due notice of same will be published. Meantime any communications and contributions should be forwarded to me at 65 High Street, Newport, Mon., by those whose support I have."

The Adoption of Bill B.

By One of the Sponsors

It may savour of undue familiarity to refer to him as Bill; but William sounds too formal, besides clashing with the name of our worthy M.P., and after all the example was set by the Great-One-Over-Us, whom to hear is to obey. We had been summoned from the length and breadth of the land to have the origins of the mysterious foundling explained to us, with reasons why he should be taken to our hearts and made much of. At the same time, it was not permitted that we should break the taboo and discuss him directly, though a replica of him was in every hand, with spare copies available for the benefit of those of us who had forgotten him in the rush of leaving home. One of us was rash enough to suggest that each separate part of him should be considered in detail, but the Great-One-Over-Us protested that this would be unseemly and time-wasting. What more could be desired than that Bill's essence should be reverently presented in thirteen fractions, each of which might be analysed to our heart's content? This analysis, it was artfully suggested, could be completed within the limits of a single revolution of the earth round the sun with a break of reasonable length for rest and refreshment. Was not this enough for the elucidation of all that was necessary to justify adoption of the mysterious foundling? And, having homes to return to and the means of subsistence to provide, we all agreed that it was—or ought to be. Analysis of the thirteen fractions then proceeded, not without irrelevant wanderings into foreign channels and surreptitious peeps at our copies of Bill Bee, who had been constructed upon the basis of another Bill by skilful transformations and additions in delicate places. An ugly bantling had thus been transformed into a most attractive but impossible entity, doomed in the opinion of most to become an orphan of the storm. Nevertheless, it was decided in the end that this marvellous outcome of pharmaceutico-legal ingenuity—this instead mosaic, as one of the advisers of the Great-One-Over-Us was heard to describe it—should be formally adopted, in principle or essence, at least. He may never be heard of again, save when spoken of with bated breath at local gatherings, but the fact of his having existed will be undeniable. Already, it is rumoured, he has changed in certain respects, and his liability to rapid transformation promises to render him difficult of recognition to those who took him to their hearts on the great day of adoption. His name, however, will endure as part of our lasting remembrances of the Great-One-Over-Us, giving pervivacious utterance to the virtues of Bill Bee the Mysterious.

ANNIVERSARIES.—The present year's personal anniversaries include those of Henry Cavendish (born October 10, 1731); David E. Hughes, F.R.S., physicist and inventor of the microphone (born May 6, 1831); James Clerk Maxwell (born June 13, 1831).

THE annual social evening and dance of the South of England College of Pharmacy will be held at the Avendale Halls, London Road, Clapham, S.W., on February 26 at 8 p.m. Tickets 2s 6d. each (including refreshments) from the secretary, The South of England College of Pharmacy, 186 Clapham Road, London, S.W.9.

THE secretary of the South-West London Chemists' Association and Branch of the Pharmaceutical Society writes:—"Will those members and friends who visited the Hounslow laboratories of Parke, Davis & Co. in October last, and who have not yet received a photograph of the group, communicate with Mr. H. G. Tibbett, 301 Wandsworth Bridge Road, S.W.6 (telephone Fulham 3292), who has a few spare copies for distribution? Applicants please state in which party they were included—12 noon or 1.30 p.m."

Draft Proprietary Medicines Bill

PARAGRAPHS have appeared in the lay Press during the past few days regarding the activities of a group of politicians towards promoting fresh legislation for regulating the manufacture and sale of proprietary medicines. These paragraphs refer, presumably, to a draft Bill which, as far as we are aware, exists only in typescript. The trend of modern legislation gives colour to rumours, persistent of late, to the effect that an extension of bureaucratic powers of serious concern to manufacturing and retail chemists is contemplated. How far the rumours are well founded may not be ascertainable, but the fact that they persist is significant.

The Bill consists of eleven sections and a schedule. It is entitled "An Act to regulate the manufacture, sale (and advertisement) of certain medicines and surgical appliances, and for purposes connected therewith"; the short title is "The Proprietary Medicines Act," and its operation is limited to England and Wales. Sections 1-3 inclusive define the offences created by the Bill; Section 4 deals with the register to be set up; Sections 5-7 allot certain powers to the Minister (of Health); Section 8 prescribes penalties; Section 9 exempts from the operation of the Act medicines and appliances prescribed by a medical or dental practitioner and dispensed by a medical or dental practitioner or pharmacist; Section 10 defines certain terms used in the Bill; and the last Section gives the short title and the sphere of operation.

Principal Features of the Bill

Following this grouping, and omitting minor details common to most Acts of Parliament, we may first outline the offences enumerated. It will be unlawful for anyone to manufacture or prepare for sale any medicine or surgical appliance unless he is either the registered owner or a person authorised by that owner, and unless the article itself is registered. It will not be lawful to sell any proprietary medicine or appliance unless it is registered and bears its registered number; in the case of foreign specialities, the owner or his representative must be registered. Proceedings against manufacturers for deviating from registered formulas may only be taken by the Minister. The advertisement of medicines or appliances for deafness, rupture or any of ten other diseases specified in the Schedule is prohibited; and the Minister may add to the scheduled list. Advertisements or other communications regarding the production of abortion or the treatment of sexual weakness may not be circulated; but there is a reservation in favour of public authorities (under sanction), and with regard to publications sent to medical or dental practitioners or to wholesale or retail chemists for the purposes of their business. Correspondence regarding any ailment may not be invited; testimonials must not be fictitious, false or misleading; references to medical men, dentists and medical, dental or pharmaceutical publications must include the names, qualifications and (if living) addresses of such persons, or the names, dates and page references of such publications; and false trade descriptions are prohibited.

The register is to consist of three lists, comprising respectively owners, medicines and surgical appliances; the second of these lists is to be kept in two separate books, one containing the formulas and the other all the other matters required to be registered. Disclosure of any details of formulas may not be made except in proceedings in court against a manufacturer or compounder for alleged deviation from a formula or formulas or in proceedings on an appeal against the removal of a medicine from the register. A registrar or any other person disclosing any such details without authority will be guilty of a misdemeanour. Section 8 differentiates between penalties for a misdemeanour under the Bill (which may extend to twelve months' imprisonment, a fine of £500, or both) and an offence (in which case a fine not exceeding £50 is provided, together with a continuing fine of £5 daily). Names

of owners may be removed from the register by direction of the Court, following a conviction.

The longest of the three sections allotting certain powers to the Minister deals with the purposes for which regulations may be made. These include the keeping of the register; the method of registration and that of removal from the register; varying formulas; appending any approved designation to the proprietary name of a synthetic drug; the indication of names and quantities of poisonous or dangerous substances on labels; the similar indication of proportions of alcohol present in excess of those required for solvent or preservative purposes; and the prohibition of therapeutic claims other than those registered. The other two sections referred to lay down the procedure for removal of names of owners, medicines and appliances from the register; this allows of an appeal to the High Court. Finally, the Minister may make regulations in respect of any matter for which provision may be made by regulations under the Act, and for prescribing any matter to be prescribed.

Effect of the Proposed Scheme

This brief summary suggests that the Minister of Health is to be given power to control the manufacture, supply, advertisement and sale of all proprietary medicines and proprietary surgical appliances. It is clear that the article itself must be officially registered, and this with a wealth of details which may well dismay proprietors. Each applicant for registration must expect to have to fill up the usual official form affirming his own identity and disclosing the composition of the medicine. It follows naturally that he will have to pay a registration fee and to undertake to adjust his practice to such regulations as the officials at the Ministry of Health may see fit to prescribe in connection with the sale.

Some of the suggested regulations are so fantastic that it is difficult to conceive that they can be seriously meant. Thus, it is said that a registered medicine is to be advertised and sold only under such a name as the official registrar may see fit to give it, and that it must not be described as having any curative qualities other than those the entry in the register says it possesses. If the medicine should happen to be a synthetic drug, it is suggested that the name or description which the Minister may choose to attach to it is to appear on the label and in any advertisement of the article. But it is in connection with the advertisement of proprietary medicines and surgical appliances that, it is understood, the bureaucratic hand intends to make itself most heavily felt. A number of the more common human ailments are to be scheduled as diseases for the cure or relief of which it is not to be lawful for any person to sell, offer for sale, or in any way advertise for sale any medicine or surgical appliance. But rumours about this project, in the absence of a printed Bill, are naturally prolific.

Business Changes

TIMOTHY WHITES (1928), LTD., have opened a branch at 117 Sheen Lane, Mortlake, Surrey.

MR. EDWARD G. PRICE, Ph.C., 292 High Street, Lewisham, London, S.E., has removed to 280 High Street, Lewisham.

NUMOL, LTD., Newcastle-on-Tyne, have taken over the business of Proctor's Pinelyptus Pastilles together with complete manufacturing and proprietary rights.

MR. F. GLADSTONE HINES, vice-president of the Pharmaceutical Society, has joined the board of directors of Grimwade, Ridley & Co. (Ipswich), Ltd., wholesale chemists, Ipswich, in a technical and advisory capacity.

Trade Notes

BRITISH INDUSTRIES FAIR.—In connection with this exhibition, which opens on February 16, at Olympia, London, W., attention is directed to the special coloured supplement published in this issue, wherein will be found announcements by the following manufacturers:—R. ADDIS & SON (tooth-brushes); CORRUGATED PACKING MATERIALS CO., LTD.; DARWINS, LTD. (safety-razor blades); J. G. INGRAM & SON, LTD. (enema syringes); JOHNSON & SONS, MANUFACTURING CHEMISTS, LTD. (chemicals); G. B. KENT & SONS, LTD. (brushes); W. T. OWBRIDGE, LTD. (Lung Tonic); PACKS (1925), LTD. (paper screw cap containers); SOLPORT BROTHERS, LTD. (druggists' sundries); STANIFORM, LTD. (Staniform preparations); THOMAS TYRER & CO., LTD. (chemicals); VISCOSÉ DEVELOPMENT CO., LTD. (bottle caps); THOMAS WARD & SONS, LTD. (safety razor and blades); WHIFFEN & SONS, LTD. (chemicals).—Other advertisers in this issue who make announcements regarding their exhibits at Olympia are THE BRITISH DRUG HOUSES, LTD.; ROBINSON & SONS, LTD.; and UNITED CHEMISTS' ASSOCIATION, LTD.

THE telephone number of the Washington Chemical Co., Ltd., Washington, co. Durham, has been altered to "Low Fell 76035."

C. J. HEWLETT & SON, LTD., manufacturing chemists, 35 Charlotte Street, London, E.C.2, inform us that their widely-prescribed Mist. Hepatica Conc. is now supplied under the registered name of Hepatagen.

CLEARLIGHT solution is an anti-steaming preparation offered by The General Optical Co., 120 Clerkenwell Road, London, E.C.1. This solution is suitable for use on shop windows, showcases, windscreens and spectacle lenses.

NEWTON, CHAMBERS & CO., LTD., Thorncliffe, Sheffield, have published a useful booklet, suitable for the public, dealing with the elementary rules for treating infectious diseases. Further particulars are given elsewhere in this issue.

INSULIN.—The joint manufacturers of Insulin A.B. (Allen & Hanburys, Ltd., and The British Drug Houses, Ltd.) announce that for the convenience of large dose administration their product is available in a concentration of 80 units per c.c.

SPONGE BAGS.—Arthur Berton, Ltd., Britannia House, 256 Old Street, London, E.C.1, are to display their new season's sponge bags at the British Cotton Textile Exhibition, which is being held at the White City, London, W., from February 16 to 28.

PHOTOGRAPHIC ENLARGING APPARATUS is the subject of a new catalogue which has been issued by J. Lancaster & Son, Ltd., 87 Parade, Birmingham. The list is a comprehensive one and contains useful hints on the choice of an enlarger. A copy will be sent to any of our subscribers on request.

WHITE'S ELECTRIC COMB.—Particulars are given on another page of the forthcoming advertising in regard to White's electric comb. In connection with the publicity, White's-Tibo Co., Ltd., Audrey House, Ely Place, London, E.C.1, are conducting a window display competition and are allowing additional discount if use is made of the coupon in this issue.

BEAUTY PRODUCTS.—Harriet Hubbard Ayer, Ltd., 130 Regent Street, London, W.1, call attention to the remarkable popularity which their beauty preparations have achieved since they were placed on the English market three years ago. Chemists who desire to link up with the widespread advertising of these products in fashionable periodicals are invited to write or call at the above address.

ALLEN & HANBURYS, LTD., Bethnal Green, London, E.2, have introduced a new product in the form of Kapsol Calcium Compound (Vitamin). This is employed in the treatment of chilblains, urticaria, and as a pro-

phylactic against influenza and colds. Each capsule is equivalent to 4,000 units vitamin A and 1,500 units vitamin D, in combination with calcium lactate gr. v. It is supplied in tins of 20, 40 and 80 capsules.

ANTOINE CHRIS, LTD., 8 Beauchamp Street, Brook Street, Holborn, London, E.C.1, have sent us a copy of a brochure on essential oils recently issued by the Etablissements Antoine Chiris, Grasse, France, which deals with the analytical methods, constituents, and characters and composition of certain essential oils. The text is illustrated by a number of plates showing views of the research laboratories at the Grasse factories. An index is provided. The publication is a useful *résumé* of recent work in this branch of industry.

TWO NEW FOODS.—Cow & Gate, Ltd., Guildford, have placed on the market two new preparations,

namely, Peptolac and Chocolate Milk, which should speedily be in good demand. The former, prepared from full cream milk and wheat flour, each of which is peptonised and then powdered, is a marked advance in invalid dietary, since it is not necessary to maintain the milk at a



definite temperature for a certain time while peptonisation takes place. With Peptolac the simple addition of hot water to the powder gives a milk food in which it is guaranteed that the proteins and starch have been sufficiently predigested. Cow & Gate chocolate milk is a blend of specially chosen chocolate, full cream milk, and other nourishing ingredients. Chocolate milk is to be recommended for nursing mothers who profess a dislike of ordinary liquid milk, for growing children, and for every case in dietary where a tonic beverage is indicated.

Trade-Mark Applications

The figures in parentheses refer to the classes in which the marks are grouped. A list of classes and particulars as to registration are given in "The Chemist and Druggist Diary," 1931, p. 345.

(From "The Trade Marks Journal," January 21, 1931.)

- "GOHED"; for medicinal chemicals (3). By Kate Smith, 70 Walter Road, Swansea. 517,191. (Associated.)
- "FORTEX"; for lotions (3). By J. P. Gray, 34 Duke Street, Piccadilly, London, S.W.1. 517,402.
- "LITPHAR"; for medicinal preparations (3). By E. H. Robotham, Littleover Pharmacy, Burton Road, Littleover, Nr. Derby. 518,445.
- "SUNRAY"; for powdered milk (42). By A. Barelay, Manor Farm, Compton, Berkshire. 517,404. (Associated.)
- Circular device incorporating carboy and toothbrush; for perfumery, etc. (48). By J. Williams, 1 Bridewell Street, Bristol. 514,851.
- "LOVE-FLAKES"; for perfumed soap flakes (48). By The East Lancashire Soap Co., Ltd., Enfield Soap Works, Clayton-le-Moors, Nr. Accrington, Lancashire. 517,241. (Associated.)
- "KIMBLY"; for perfumery, etc. (48). By Cussons, Sons & Co., Ltd., Moor Lane, Kersal, Manchester. 518,172. (Associated.)
- "KANTEX"; for perfumery, etc. (48). By H. G. Hanks, 71 Cricklade Road, Swindon. 518,677.

(From "The Trade Marks Journal," January 23, 1931.)

- Circular device incorporating monogram "Z.Z.O." and name and address of applicant; for zinc oxide (1). By The Newcastle-upon-Tyne Zinc Oxide Co., Ltd., Mitchell Street, Birtley, Durham. 516,226.

Births

Notices for insertion in this column must be properly authenticated.

BERRISFORD.—At St. Chad's Hospital, Birmingham, on February 2, Mary (*née* Wardle), wife of F. S. Berrisford, chemist and druggist, Tenbury, of a daughter.

Marriages

JONES—JONES.—At Brynbachan Chapel, Afonwen, on January 28, Edward Griffith Jones, chemist and druggist, Criccieth, to Margaret Jones.

Deaths

BENTLEY.—At Barrow-on-Humber, on February 7, Mr. Joseph Bentley, chemist and druggist, aged eighty-seven. Mr. Bentley was an apprentice to the late Mr. Havercroft, chemist, and on Mr. Havercroft's death he succeeded to the business. A limited company, Joseph Bentley, Ltd., was recently formed, and Mr. Bentley was chairman.

BODSWORTH.—On January 30, Mr. Harry Bodsworth, Ph.C., assistant pharmacist to the London Hospital, Whitechapel Road, E.1, aged forty-one.

CULBERT.—At 172 North Road, Belfast, on February 4, the wife of Mr. J. C. Culbert, Ph.C., president of the North Irish Pharmacists' Association.

JENKINS.—At Bournemouth, on January 7, Mr. Henry Jenkins, chemist and druggist, late of Brondesbury, London, N.W., aged seventy-eight.

LOTHOUSE.—At 187 Shirebrook Road, Sheffield, on February 8, Mr. John Willie Lofthouse, chemist and druggist, 641 London Road, aged fifty-five. Mr. Lofthouse, who was a member of a well-known Sheffield family, acquired his business from Mr. C. H. Hewitt, chemist and druggist, several years ago.

MOORE.—In New York, U.S.A., Dr. Richard Bishop Moore, head of the Department of Chemistry at Purdue University, West Lafayette, aged fifty-nine. Dr. Moore, who was born in the United States, was taken to England as a boy, and was educated principally in London. He taught chemistry in 1891-93 at the Birkbeck Institute, returning to the United States three years later. Dr. Moore was the first chemist to isolate radium on the other side of the Atlantic.

NORTH.—At his residence, Tillingham, Weston Road, Northampton, on February 10, Mr. Llewellyn North, chemist and druggist, 22 Bridge Street, aged fifty-seven. Mr. North qualified in 1896; after gaining further experience in the West End and at Bedford, he went to Northampton in 1901, and took over the business of Mr. J. Clower, Ph.C. For many years he was water analyst to the Northampton Town Council. Mr. North leaves a widow and one son, Mr. Maurice North, chemist and druggist, who has for some years been associated with him in business.

O'CONNELL.—At 35 Nottingham Street, Dublin, on February 8, Mr. Morris John O'Connell, L.P.S.I. Mr. O'Connell passed the Licence examination in 1890.

SEWELL.—At his residence, The Lodge, Saxlingham Nethergate, on February 7, Mr. John William Sewell, life president of Coleman & Co., Ltd., Norwich. In 1899 Mr. Sewell and Major G. J. Buxton joined the directorate of Coleman & Co., Ltd.; Mr. Sewell was chairman of the company until 1920, when he was succeeded by Major Buxton. Mr. Sewell resigned his seat in 1927, and was then appointed life president. He was very popular with the company's employees, in whose welfare he took a great interest.

SOUTHALL.—At Carrick House, Richmond Hill, Edgbaston, on February 6, Mr. Alfred Southall, J.P., Ph.C., aged ninety-two. Mr. Southall was apprenticed at the age of seventeen in the business of his father and uncle, founded in 1832. The name of the firm was shortly afterwards changed to Southall, Son & Dymond; in 1866 the late Sir Thomas (then Mr.) Barclay was admitted a partner, and five years later the style of the firm became Southall Brothers & Barclay. During the 'seventies considerable extensions to the manufacturing department took place, various improvements in dressings were carried out in association with the late Professor Gamgee, and a factory was established in Norway for the manufacture of cod-liver oil. An illustrated description of the premises as then enlarged was given in THE CHEMIST AND DRUGGIST of January 15, 1885. The firm was converted into a limited company in 1898; from this time onwards notable extensions of premises took place, principally in 1903, about which year Mr. Alfred Southall ceased to take an active part in the business. He was probably the last surviving member who attended the meeting of the British Pharmaceutical Conference in Birmingham in 1865. Mr. Southall was a cyclist for the greater part of his life, and took a great interest in the religious and philanthropic activities of the Society of Friends, of which he was a member. He was able to remember many of the distinguished people who lived in Birmingham in the middle years of the nineteenth century. A large congregation attended the funeral, which took place at Lodge Hill Cemetery, Selly Oak, on February 10. Among those present, in addition to Mr. Southall's six sons, were Mr. Thomas Barclay, Mr. Innes Barclay, Mr. E. W. Mann, Mr. W. E. Hipkiss and others representing Southall Brothers & Barclay, Ltd. The Birmingham Pharmaceutical Association was represented by Alderman Jeffrey Poole, Captain E. C. Bennison, Ph.C., and Mr. F. H. Alcock, F.I.C., Ph.C.

Personalities

MR. A. H. ROBERTSON, chemist and druggist (proprietor of Vince & Co., chemists, Lancaster), is recovering from an injury to his leg caused by a fall.

MR. H. W. HARRIE, treasurer of the Commercial Travellers' Benefit Society and member of the Grand Committee for eleven years, has accepted the office of honorary arbitrator to the Chemists' Sickness and Provident Society.

MR. G. A. TOCHER (secretary of the Pharmaceutical Committee for the County of London), as reigning Master of the Lodge of Good Fellowship, presided at the Ladies' Festival, on February 4, at the Restaurant Frascati, Oxford Street, London, W. There was a large assembly of members, friends and their ladies, and among those present were the following connected with the drug trade:—W Bros. J. W. Quibell (secretary), J. Keall, D. A. Rees, Hope Darby; Bros. T. Marns, E. Skues, R. W. Wenmoth, H. Jones, J. Wilson, J. H. Bailey, F. G. Wells, Messrs G. Weiss, J. A. Thompson, W. Wells, also Dr. J. R. Lee, O.B.E., and Dr. Dalbert Evans. During the evening a canteen of cutlery was presented to Mrs. Tocher on behalf of the Past Masters, Officers and brethren of the Lodge. The musical programme was under the direction of W. Bro. J. Keall. The dinner was followed by a dance.

Information Department

INFORMATION WANTED

Postal or telephone information with respect to makers or first-hand suppliers of the undermentioned articles will be appreciated.

W/42. Blakey's vanishing cream	S/42. Plunkett combined bottle and milk steriliser
S/32. Harp brand liquorice	B/102. Sanilave liquid soap
M/72. Oviol (hog's stomach)	F/72. Trypanarsol

Observations and Reflections

By Xrayser III

Forced Service

is never so satisfactory as that of volunteers, and I think it must be inability to realise this that allows the advocates of compulsory membership of the Pharmaceutical Society to justify to themselves their attitude in the matter. Curiously enough, those members who would compel all other pharmacists to become members overlook the fact that legalisation of the principle of compulsion would place them in the same category as the pressed men, since such special virtue as attaches to voluntary support, and of which some are rightly proud, would vanish when all were members in spite of themselves. Compulsory registration is, of course, an entirely different matter, because it is necessary in the public interest. It exists already, and must continue to exist. Inasmuch, too, as continued maintenance of an up-to-date register involves serious expense, it seems only right that the Society which keeps the register should be entitled to charge reasonable fees for retention of our names thereon. Recognising this, it must be admitted that the way of meeting the objection to compulsory membership, which has been advanced by Mr. Humphrey (*C. & D.*, February 7, p. 147), is not only ingenious but equitable. It is inconceivable that, in any circumstances, the whole of the 23,256 pharmacists now registered can be stampeded into joining the Pharmaceutical Society, and it would seem just as well to recognise that as an unalterable fact.

Let Us Assume

that none of the existing members of the Society (15,053 at the beginning of this year) will be lost as supporters if the proposals in the Government Bill become legalised, and that there may be an increase in membership of 2,000 to 3,000 owing to the inclusion of owners of shops and managers, who are not members at present. There will still be some 4,000 or 5,000 fully qualified pharmacists outside the Society, because registration is not essential in their case and is only retained at present because it costs nothing. To proceed with the scheme in the Pharmacy and Poisons Bill must necessarily involve the removal from the Register of many names of persons who do not find it necessary to be either registered or connected with the Society. And that would leave us in the deplorable position, at present impossible, of having both registered and unregistered pharmacists in Great Britain. Will it satisfy the advocates of compulsory membership to know that, while every pharmacist on the register is a member of the Society there are thousands who are not, and that the only result of introducing the principle of compulsion is to force large numbers out of friendly communion with the rest of us? Surely it would be better to allow their names to remain on the Register on payment of a moderate subscription which would go to swell the Society's funds, and leave it to their good sense to join as members as and when they think fit.

A New Association

to protect the interests of chemists and druggists may be found necessary if the Pharmacy and Poisons Bill becomes law without omission or amendment of the obnoxious clauses it contains, but I imagine the time is hardly ripe for that as yet. Until the Pharmaceutical Society is forced by circumstances out of the position it has occupied for the greater part of a century, no new association of the kind suggested by one of your correspondents (p. 163) would appear to be required, though a strong pharmaceutical watch committee might serve a useful purpose. I strongly advocate the taking of active steps to watch what happens, to enlighten shop-keep-

ing pharmacists regarding the course of events, and to do whatever can be done to avert disaster such as may be anticipated if those in charge of the Pharmaceutical Society's affairs prove too complaisant in their dealings with State officials. We have heard much about the great amount of work put into the preparation of amendments likely to render the Government Bill satisfactory to pharmacists; but it has not yet been disclosed whether any of them have been accepted on behalf of the Government, or whether there is any reasonable prospect of their acceptance.

The Inquiries

which appear from time to time in your columns provide interesting matter for those of your readers who are piqued by a new quest. "Ground-pine powder" as a remedy for coughs (p. 164) must be outside the experience of many pharmacists. The suggestion to use it for the purpose may have arisen in the first instance because the odour and name carry the implication that the plant possesses the balsamic properties of the pine trees. The reputation of the ground-pine (*Ajuga reptans*) as a remedy for any purpose is not very great to-day; it is but rarely mentioned in text-books on materia medica. It has, however, found a place in all the better-known treatises on drugs from the time of Nicander, who lived in the second century B.C., down to recent times. Dioscorides names three kinds of *chamæpitys* (the name by which the older physicians knew the drug), and of these one is almost certainly the plant known to us. Celsus, Galen, Aëtius, Oribasius and the Arabians were familiar with it. Avicenna specially recommended it as a cure for gout and sciatica; such reputation as now clings to it depends upon its being an ingredient in a gout powder of some fame. Among those who favour the herbal treatment of disease it is said to be "a good remedy for a cold cough." It is also thought to be of value for other ailments—cramp, epilepsy, diseased kidneys, dropsy, jaundice, sciatica and the gout.

The Old Greek Name,

χαμαίπιτος χαμαί = ground, and *πίτος* = pine), and the modern English one, ground-pine, are in the strictest agreement; this is probably due to the fact that it was William Turner who, in his "The Names of Herbes," took it upon himself to furnish the exact equivalent of the Greek. Turner wrote:—"Chamepitys called in latin Ajiuga, and of the Potiaries Iva muscata, is called in duche Ye ieuger, and in french Iue muscate and it maye be called in englishe Grounde pyne." It has borne other names than these in Latin and English. The common Latin designation was *abiga* (from "I drive away") with the sinister reference to its effect upon pregnant women. In England it has been known as herb Eve (or Iva), gout ivy, field cypress and for-get-me-not. The last name continued to be associated with this plant until the beginning of the nineteenth century, and appears to have been the only one so named in the time of John Gerard. Gerard and his editor, Thomas Johnson, deal at length with the various names of this plant and its fellows, as well as with the identification of the several varieties as known to them. The ground-pine was official in the first London Pharmacopoeia (1618), in which it will be found under the names of *chamepitys*, *ajuga*, *iva arthritica* and thus *terre*. The value of the drug as a remedy for gout has been generally recognised; and in the eighteenth century, and subsequently, it has been a constituent in the famous gout powder named after the Duke of Portland. The history of this preparation is also of much interest, inasmuch as it can be traced back to the *Diacentaureon* of Aëtius, who lived in the sixth century.



John Bell, Hills & Lucas Ltd.

TRIAD BRAND

EXTRACT OF MALT & COD LIVER OIL
with CHERRY PARRISH'S FOOD

Send for sample & particulars.

Oxford Works, Tower Bridge Road, London, S.E.1

Tubes and
vials of 24
Cat Units,
retail 3/6

From Wholesalers,
or the British
Empire Agents,

UPSHER SMITH
DIGITALIS
TINCTURE TABLETS

MATTHEWS LABORATORIES, LTD., CLIFTON, BRISTOL, ENG.

FENNINGS' 50 YEARS' REPUTATION
Children's Powders

ADVERTISED EVERYWHERE. READY SALES.
ALFRED FENNINGS, Cowes, I.W.

PATENTS AND TRADE MARKS.

There are many worrying difficulties to be overcome in connection with the Registration of Trade Marks and the grant of Letters Patent which members of the Retail and Wholesale Drug Trade can avoid by consulting efficient agents who would undertake all the trouble for an inclusive fee and obtain protection in the United Kingdom and abroad. Advice in the first instance free. Pamphlets gratis.

REGINALD W. BARKER & CO.

56 Ludgate Hill, London, E.C.4.

VETERINARY COUNTER PRACTICE. Price 7s. 6d. net,
by post 8s.

DISEASES AND REMEDIES. Price 5s., by post 5s. 3d.

THE PHOTOGRAPHIC CHEMIST. Price 3s. 6d., by post
3s. 8d.

THE "CHEMIST AND DRUGGIST," 28 Essex Street, W.C.2

WE INVITE ENQUIRIES

for Drugs, Galenicals, Dressings,
Surgical Instruments, Scientific
Chemicals and Apparatus

At Keen Competitive Prices

A Century's Reputation for Quality

Deliveries and Empties Collection by our own motors
over a wide area.

REYNOLDS & BRANSON
LIMITED

13 Briggate & 14 Commercial St., LEEDS

EXTRA
RECTIFIED

ALCOHOL
FOR

Write for Prices

PERFUMERY

JAS. BURROUGH Ltd. 1 Cale Distillery,
LAMBETH, S.E.11

Editorial Articles

An Attempted Encroachment

WE have received reports of a novel attempt to benefit a hospital at the expense of the national fund from which payments are made for drugs and medicines supplied to insured persons. The institution in question is the Eccles and Patricroft Hospital, which has been incorporated under the Companies Acts with the avowed intention of becoming qualified for inclusion in the list of persons contracting to supply drugs and appliances. In a reported interview, the secretary of the Hospital is stated to have said that the statistics of the institution showed that in 1929 no less than 61.7 per cent. of its expenditure was in regard to insured persons—"all on somebody's panel." There was a deficiency in the 1930 accounts of £12,000; but if the Hospital had been able to recover from insurance funds, it would have been about £14,000 better off. Income would, according to a report in "The Manchester Guardian," have exceeded expenditure; and it was suggested that if the voluntary hospitals of the country received their just dues for the treatment of panel patients, they would not be financially "on the rocks." Presumably a consideration of the prices at which hospitals usually buy drugs and appliances entered into the calculation. Such was apparently the case upon which was based an application to the Lancashire Insurance Committee for admission to the panel of chemists. The Insurance Committee, however, obtained counsel's opinion, which was to the effect that the hospital's memorandum of association was not sufficiently wide to empower the institution to carry on business as chemists and druggists. Consequently the Committee refused the Hospital's application. In our issue of February 7 (p. 142) it was reported that the Hospital proposes to apply again and, if necessary, to appeal to "a higher authority" against a second refusal; and as we go to press we learn that the Medical Benefit Subcommittee of the Lancashire Insurance Committee has considered this proposal (backed, it appears, by the opinion of Sir Gerald Hurst, K.C.), and has recommended the Committee to adhere to its decision. "The Lancet," in its issue of February 7, comments as follows:—

"There is a question of principle involved, and it does not require much imagination to foresee the time when, by a simple extension of the principle, hospitals would be converted into dispensaries for insured persons receiving treatment in the wards or as out-patients. It is just as well in the circumstances that the county committee has refused to take a step in a somewhat dangerous direction. Pharmaceutical chemists to-day encounter a good deal of competition from a variety of quarters, and it is said to be very difficult for a large proportion of them to make a fair living solely out of the professional side of their business; hence it has become necessary for them to act as vendors of articles, many of which have but the remotest relation-

ship to the dispensing of medicine and the sale of drugs. We do not think for a moment that hospital authorities as a whole would wish to encroach upon the chemists' ground."

Our contemporary, however, is (or was) under the impression that the Hospital's application is only in respect of the members of its staff who are insured persons. This is not the whole story. A parallel movement is reported from Dundee, where the Insurance Committee, meeting on January 21, considered the following resolution from the Forfar County Insurance Committee:—

"That the cost of drugs, including insulin, supplied to insured persons under treatment in voluntary institutions should be a charge against the drug fund of the Insurance Committee, instead of having to be met from the funds of the voluntary institution."

It was decided, by twenty votes to five, that the Committee take no action. The subject in its general aspect has now attained the publicity of a question in the House of Commons, where, on February 5, a member asked the Minister of Health how many, if any, hospitals have been registered under the National Health Insurance Act for the supply of medicines, drugs and appliances to panel patients, and whether he proposes to take any action. Miss Lawrence, who replied, stated that, so far as the Minister was aware, no hospital is on the list. In effect, only registered chemists and limited companies (also firms in Scotland) entitled to carry on business as chemists can be admitted to the list of contractors for the supply of drugs and appliances; and it has been assumed that the bodies corporate so qualified must be concerns keeping open shop, though Section 3 (4) (b) of the Poisons and Pharmacy Act, 1908, refers to "shop or other place" in which the business is conducted. It is obvious, however, that the intention of the Legislature was that insured persons should, as a rule, obtain their medicines from chemists' shops; and any serious attempt to twist the provisions of the Companies and Pharmacy Acts in such a way as to throw a considerable part of the cost of maintaining hospitals upon the drug fund would surely be nullified by an appeal of the Minister of Health to the Legislature. Chemists and those representing their interests must, nevertheless, be on the alert to counter any such claims as the one advanced on behalf of the Eccles and Patricroft Hospital, because any such encroachment on the drug fund must necessarily affect chemists and druggists in a twofold manner, first by taking away part of their legitimate business, and secondly by reducing to a serious extent the amount available for the payment of chemists' accounts.

The Linseed Oil Outlook

JUDGING from the resiliency which has characterised the trend of prices in linseed oil during the past few weeks, there is an impression in trade circles that the worst of the intense depression has been seen. Apart from the adverse economic conditions and the consequent poorness of trade which has affected the position of all seeds and oils over a lengthy period, the situation in linseed oil has been dominated by the superabundant supplies coming into sight, chiefly from the River Plate crop this season, the yield of which was estimated to as much as 2,500,000 tons. This fullness of supplies, in contrast to the fears of a severe shortage at this period last year, was already commented upon in our issue of December 13 last (p. 751). The world's shipments in the course of this year may easily prove

to reach a new high record, so that their shrinkage for the past year to the extent of approximately 500,000 tons will be more than made up. At the same time the outlook as regards consumption is viewed in a decidedly more optimistic light, especially on account of the remarkable cheapness of the commodity. There has been a very severe decline in the price of seed, which was sold down to as low as £8 per ton by River Plate shippers, and this inevitably resulted in "bearing" operations in linseed oil, which was forced down persistently to a level of values which has not been seen since the year 1904. Spot oil in London sold down to about £17 a ton naked ex mill recently, but market conditions have since improved and the quotations lately advanced to about £18 10s., although near delivery was secured at a discount of about £1 10s. a ton. There has been a keen demand for near-at-hand seed, the supply of which so far has remained on the short side, pending new arrivals from the River Plate, and this explains the present relative scarcity of spot linseed-oil, which, however, should soon be remedied. Meanwhile purchases by consumers are made sparingly, and it is unlikely that a hand-to-mouth policy will be abandoned for some time yet or until trade again approaches normal. British crushers have met the demand for near requirements with a little more freedom in view of the continued keen competition on the part of Continental crushers. Fluctuations so far this month have been mostly upwards, helped by repurchases by the "short" interests. The current price compares with £40 a ton at about this time last year, when the market was still influenced by the fear of a possible seed famine, which was responsible for the extreme high figure of £47 recorded late in 1929. Continental crushers have bought Argentine seed on a considerably larger scale on account of the much more active demand for linseed cake on the Continent; and the seed coming forward being easily absorbed, indications point to a materially increased output of Continental oil. This Continental oil will probably continue to play an important part in the British market, but it is hoped that home crushers will succeed in recovering a good deal of the lost ground as indicated by the past year's imports from the Continent, which amounted to as much as 43,501 tons, against exports of home-made oil of only 15,695 tons. We give below the official returns covering the last three years:—

Linseed oil (tons)	1928	1929	1930
U.K. imports ..	22,472	31,046	43,501
U.K. exports ..	22,021	20,056	15,695

It will be seen that whereas in 1928 our imports were only slightly in excess of the exports, the figures for the following year indicate net imports by about 11,000 tons and for the past year the showing is still worse, with net imports of approximately 28,000 tons. This, however, was largely the result of most abnormal conditions, or the heavy reduction in home imports of seed. Before the year 1928 Great Britain exported quite considerable quantities of oil on balance, but in more recent years outside competition has become more aggressive, while Continental crushers (chiefly Holland) have been assisted in this by their cheaper cost of labour. The Margarine Union, which controls the greater part of the crushing, both in the United Kingdom and the Continent, finds it cheaper to have its linseed oil manufactured in either the Netherlands or Germany. It was estimated that the home production of oil in the past year only amounted to about 75,000 tons, hence the gap had to be made good by the heavy importation of foreign oil. In the event of a freer outlet being secured on this side for linseed cake, for cattle feeding, this should enable home crushers to develop their operations on a more normal scale, inasmuch as seed is now

mally cheap. Speaking generally, there is no doubt that the world outlet for linseed oil will this year experience a material expansion and at least become more normal, while its inflated value in the previous year undoubtedly interfered with its use for various manufacturing purposes. The price of Argentine linseed lately has been at about £8 5s. per ton for near shipment, but Calcutta seed afloat or for prompt shipment is held at about £11 15s., thus commanding a substantial premium, although offers of new crop for shipment in May and onward have been made at £10. The make of linseed oil in the near future should be fully restored to the normal, but at about the current level, a certain amount of speculative interest has been attracted and contracts covering September-December deliveries stand at a premium of about 12s. 6d. per ton over the value for near delivery.

Amateur Draftsmanship

THE Bright Young People of Whitehall have been at it again. From the padded armchairs of that abode of industry has emerged a typewritten draft Proprietary Medicines Bill, the principal provisions of which either the Bright Young People or the "onlie begetters" (a group of politicians, it is understood), tired of reading the words "Private and Confidential," have seen fit to communicate to the lay Press. If this youthful effort—summarised on p. 176 of this issue—ever emerges as an actual Bill, one of our legal contemporaries may desire to take notice of it; meanwhile we may give what on one folio of the draft Bill is called a "specimen":—

The expression "proprietary medicine" means any medicine which is held out by advertisement, label or otherwise in writing as efficacious for the prevention, cure or relief of any malady, ailment, infirmity, or disorder affecting human beings; and

(a) which is sold under a trade name or trade mark to the use of which any person has or claims or purports to have an exclusive right; or

(b) of which any person has or claims or purports to have the exclusive right of manufacture, or for the making of which any person has or claims or purports to have any secret.

It will be noticed that no medicine becomes a proprietary medicine until it is held out in writing; we are not told whether typescript would suffice. When we come to the corresponding definition of a proprietary surgical appliance, we find that an exclusive right for making or selling entails liability—a fact that should make sole agents for such goods tremble prospectively. Something on the lines of a Keats sonnet would be needed to do justice to the romantic discoveries with which this draft Bill abounds. We have only space to mention that deafness and rupture are included in the Act itself as infirmities not to be advertised in connection with medicines or appliances, while ten other complaints, presumably of minor importance (though one of them is cancer), are relegated to the Schedule; and that the Merchandise Marks Acts and the Labelling of Poisons Order are superciliously ignored. Like Shylock, the Bright Young People have bettered their instruction in the matter of making "the Minister" all-powerful; the stark simplicity of enabling him to provide for any matter for which provision may be made and prescribing any matter which is to be prescribed could not well be beaten by the most hoary-headed draftsman who ever graced Whitehall. As for the new staff that the Minister will require, we borrow a comment made in the House of Commons in 1614: "where clerks increase, the grievance of the subject groweth."

A Call for Unity

IN our first issue for the year 1928—to go no further back—we urged the desirability of unity among pharmacists, especially with regard to possible proposals in the report of the Departmental Committee, at that time a closely guarded secret. What has happened since then in pharmaceutical politics is a matter of common knowledge. We do not propose to indicate any course of action at the present juncture: government by news-

paper is the last thing that an educated electorate needs. But we nevertheless feel it a duty to point out that the unity on principles desirable at all times, and never less than now, is somewhat far to seek. On various pages of this issue will be found reports that, read in association with each other, are manifestly disquieting. First, there is our much condensed account of the meeting of delegates of the Pharmaceutical Society on January 28. The unanimity painfully acquired is offset by the activities of a by no means negligible body of unofficial opposition; this opposition, in its turn, is the subject of criticism in our Correspondence section, and, as will be seen in a communication from Mr. F. E. S. Clarke, of Newport, Mon., the opposing body has apparently split already into two camps. Assuming that this vexed question of a new Pharmacy and Poisons Bill ceased, by some turn of the political kaleidoscope, to be within the range of practical politics, there are quite enough troubles looming ahead, news of which will also be found in this issue. There is the draft Proprietary Medicines Bill, a sufficiently disturbing document redolent of bureaucratic control. Next there is the attempt to get hospitals accepted as contractors on the National Health Insurance panel. Again, there is the proposal from Geneva (p. 182) to abolish all percentage limits for morphine and cocaine under the Dangerous Drugs Act, and to add codeine (presumably without percentage limit) to the list of "dangerous" drugs. Each of these four subjects may well constitute a grave crisis: it remains to be seen whether there is any backbone in organised pharmacy. Having called attention to them we refrain, for the moment, from further comment.

Westminster Wisdom

Notes on Parliamentary Matters.

CO-OPERATIVE DIVIDENDS ON N.H.I. PRESCRIPTIONS

Sir K. Wood asked the Minister of Health on February 5 whether he had taken any action with reference to the representations of the Co-operative Congress and other co-operative societies and bodies against the Regulations which prohibit the payment of co-operative dividends on National Health Insurance prescriptions.

Miss Lawrence: My right hon. Friend has decided to revoke Clause 4 (4) of the terms of service of insurance chemists, which covers this matter, and has informed the representative bodies concerned accordingly. This will be done very shortly.

[This subsection reads:—"A chemist shall not give, promise or offer to any person any gift or reward (whether by way of a share of or dividend on the profits of a business or by way of discount or rebate or otherwise) as an inducement to or in consideration of his presenting an order for drugs or appliances on a prescription form provided by the Committee." The subject was dealt with editorially in our issue of December 1, 1928 (p. 670).—EDITOR.]

League of Nations

THE Advisory Committee on Traffic in Opium and other Dangerous Drugs has submitted to the Council of the League a report (C., 115, 1931, XI, O.C. 1357 (1)) based on the draft convention submitted by the British delegate (C. & D., January 24, p. 98). It was considered that the discussion of this draft should not preclude the simultaneous examination of other plans. A revised draft convention has been appended to the report. The most striking proposals made during the session of the Committee were (1) that codeine should be brought under the convention on the limitation of manufacture, and (2) that preparations containing not more than 0.2 per cent. of morphine or 0.1 per cent. of cocaine should be brought under the control of the Geneva Convention.

Pharmaceutical Society of Great Britain

Delegates' Meeting

WE have been favoured by the Pharmaceutical Society with an advance proof of the official report of a meeting of delegates from the branches, held on January 28 at the Holborn Restaurant, London, W.C.2, the president (Mr. A. R. Melhuish) in the chair. The following is an abridgment.

Morning Session

The CHAIRMAN, who on rising to speak was received with loud applause, after welcoming the delegates, expressed the hope that if during their discussions some points of difference emerged, they would discuss them freely and frankly, and then at the end try to reach some measure of unanimity, for unanimity at this crisis in pharmacy was the real desideratum.

The CHAIRMAN moved the following resolution, to be put to the vote at the end of the meeting:—

This Conference of delegates of the branches of the Society is in agreement with the principles embodied in Draft Bill B, and supports the Council in its endeavours to secure the necessary amendments in the Bill now before the House of Lords. It regards the amendments relating to dispensing in shops and to the limitation of the poisons which may be put in Part 2 of the Poisons List as of the first importance, and considers that the Council should press the Government strongly for satisfactory assurances on these two points.

Mr. T. WILSON (Edinburgh) seconded the resolution.

[The Bill was discussed under the following headings:—]

(1) DISPENSING.—In shops dispensing is restricted to chemists and to companies carrying on a chemist's business. (There are special provisions for executors, etc.) A chemist or company keeping open shop for the dispensing of medicine must provide for the dispensing to be undertaken by or under the supervision of a chemist.

In hospitals dispensing must be undertaken by or under the supervision of a chemist. The Secretary of State is given power to exempt from this requirement an institution where the employment of a chemist is impracticable or not justified owing to the small amount of dispensing. In such an institution the dispensing must be undertaken by or under the supervision of a medical practitioner.

In doctors' surgeries and in manufacturing laboratories dispensing must be done by or under the supervision of a chemist, or for patients under his care by or under the supervision of a medical practitioner.

Mr. PLOWRIGHT (Brighton) moved as an amendment that when dispensing was done by anyone, except by or under the supervision of a pharmaceutical chemist by a person who has been duly registered as a student, it should be done only by a duly registered medical practitioner, who in order to obtain his diploma had passed an examination in the compounding and dispensing of medicines, and then only for his patients.

After some discussion Mr. PLOWRIGHT withdrew part of his amendment, so that it stood that dispensing should be permitted by a doctor, but not under his supervision.

The CHAIRMAN put the amendment to the meeting. There were 38 votes in favour of it, but it was lost by a large majority. The original paragraph was carried with six dissentients.

(2) MEDICINAL SUBSTANCES NOT POISONS IN THE ORDINARY SENSE OF THE WORD.—The Poisons Board is given power to place in Part I of the Poisons List substances which may not be poisons in the common meaning of the term. By this provision the Board should be able to restrict to chemists substances such as vaccines and serums, insulin and similar preparations which require care in storing, or which deteriorate on keeping. This was agreed to without discussion.

(3) ALL PHARMACISTS TO BE REGISTERED AS PHARMACEUTICAL CHEMISTS.—The Bill provides for the discontinuance of the present registers of Chemists and Druggists and Pharmaceutical Chemists and the creation of one new register of Pharmaceutical Chemists in which all those at present registered would be included, and also all who in future pass the Qualifying examination. Provision is made for the continuation of the higher examination as a Fellowship examination of the Society.

The meeting agreed to the section.

(4) REGISTRATION FEES.—The Bill provides for the payment of an annual registration fee by all pharmacists which is to be fixed by the by-laws of the Society and is not to exceed £2. The amount may be varied for different classes of pharmacists, and the Society would have power to fix different fees for, for example, members who are resident abroad or members who are assistants, and to charge no fee to present life members.

Provision is also made for a registration fee for shops. The amount is to be fixed by a by-law and is not to exceed £3. This fee has been introduced partly to meet the Society's expenses in administering the Act and partly as a means of enabling corporate bodies to make some contribution to the Society where at present they make none. It will be noted that the amounts mentioned in the Bill are maxima, and the total amount payable should be no more than is found to be necessary to meet the reasonable expenses of the Society.

After discussion, Mr. TMS (Thames Valley) moved that the personal fee should be £1 11s. 6d., and the registration fee also £1 11s. 6d., the last to apply for every shop. The vote being taken on the amendment there were twenty-one in favour, but it was lost by a large majority.

The provisions in the Council's Bill, as outlined above, were then put and carried.

Before the adjournment for lunch, Mr. MCNEAL (Harrow) moved the following resolution:—

That this conference of delegates from the branches of the Pharmaceutical Society, having examined and discussed the report on the draft Bill of poisons and pharmacy, are unanimous in opposing it in its entirety, and further consider that no amendment of a Bill which legislates only for and extends the sale of poisons can be acceptable without it also provides adequate legislation for the protection and practice of pharmacy. This conference therefore urges every branch of the Society throughout the country to press for a national conference of chemists, in order to provide an opportunity to the general body of retail pharmacists of expressing their views and discussing the policy to be adopted by those responsible for our interests.

The resolution secured thirty-five votes, but was lost by a large majority.

Afternoon Session

[On resuming after lunch, the remaining headings were discussed.]

(5) THE STATUTORY COMMITTEE FOR DISCIPLINARY PURPOSES.—This Committee consists of four persons appointed by the Council with a legal chairman appointed by the Privy Council. Its functions are to make an inquiry into cases where a registered person has been convicted of an offence under the Pharmacy Acts or of professional misconduct. A similar inquiry can also be held in the case of limited companies and executors, etc. The Committee can remove a registered person from the register for such time as they think necessary. It can also close premises. There is an appeal to the High Court from a decision of the Statutory Committee.

Mr. McNEAL thought that the four members who were to be elected by the Society should be four pharmacists. He proposed that the Bill should state that the four should all be pharmacists, but after discussion withdrew his amendment, and the vote being taken the delegates accepted the paragraph.

(6) MEMBERSHIP OF THE SOCIETY.—The Bill provides that all persons registered as Pharmaceutical Chemists shall thereby become members of the Society.

The Conference agreed to this without discussion.

(7) NOMINEES TO THE COUNCIL.—The Privy Council is given power to nominate three members to the Council of the Society. These are in addition to the twenty-one elected members, and need not necessarily be pharmaceutical chemists.

Mr. A. A. DICK (Glasgow) proposed that of the twenty-one members of Council two should be directly elected by Scotland, two by Wales, and the other seventeen by England. The proposal was defeated, the figures being given as sixty-seven for and seventy-five against.

(8) GENERAL MEETING NO LONGER ESSENTIAL TO APPROVE BY-LAWS.—At present a meeting to which the whole of the 15,000 members of the Society have been summoned is necessary for the approval of by-laws. The proposal in the Bill is that this meeting shall no longer be compulsory for this purpose, although the right of thirty members to summon a meeting if they desire to do so is preserved by the Charter. In other words, new by-laws become effective unless thirty members summon a general meeting and that meeting opposes them.

Mr. T. W. OSTLE (Dartford) suggested that there should be some provision for a postal referendum on any important change in the by-laws. Mr. Ostle's amendment was put and was defeated by a large majority.

Mr. DICK (Glasgow) said the branches should be asked to send delegates to a meeting like the present one, and that delegates meeting should have the powers at present vested in the members. After some discussion upon the form of Mr. Dick's proposal, it was agreed that a vote should be taken on the question that a meeting of branch delegates should be given the powers at present possessed by a general meeting in relation to changes in the by-laws. The resolution was carried.

(9) REGULATION OF APPRENTICESHIP.—The Council takes power to prescribe the places in which and the conditions under which apprenticeship may be served.

(10) THE POISONS BOARD.—The Bill repeats the proposals of the original Bill for the creation of a Poisons Board consisting of fourteen members, five of whom are appointed by the Council of the Society. The Secretary of State has power to nominate four additional members. Although no alteration in the constitution of the Board as recommended by the Committee has been made, it is proposed to press for increased pharmaceutical representation through the four additional members. The Board is to be an advisory committee to the Home Secretary, and its functions are principally to draw up a new Poisons List and to advise the Secretary of State upon the regulations to be made under the Act. The creation of a body of this nature was suggested by the Council in their Supplementary Memorandum to the Departmental Committee, and will relieve the Council of duties which go beyond the province of a body primarily concerned with pharmacy, and which have always been one of its most unsatisfactory duties. These were unanimously agreed to without discussion.

(11) LIMITATION OF PART II POISONS.—The poisons which may be placed in Part II of the new Poisons List—that is to say, poisons which may be sold by persons other than pharmaceutical chemists, are restricted to some "substances to be used for horticultural or agricultural purposes or as sheep dips or vermin killers or for industrial or sanitary purposes, not being medicinal or surgical purposes."

Mr. CLARKE (Thames Valley) said that he had been requested to press very strongly for the representation of the Retail Pharmacists' Union on the Poisons Board.

After discussion the proposal was withdrawn.

(12) LISTING OF SELLERS OF PART II POISONS.—The Bill divides sellers of Part II poisons and those permitted to sell agricultural and horticultural poisons and those permitted to sell the other Part II poisons. The county or county borough council is required to refuse applications where the reasonable requirements of the public are already met, and to restrict the granting of licences for agricultural and horticultural poisons to people having a bona fide business in agricultural and horticultural accessories.

After some discussion,

Mr. GAMBLE said that he was not there as a delegate, but as a guest. There was no doubt whatever in his mind that the Society was proposing another draft Bill to go as far as was reasonably possible, and he would hesitate very much to suggest that they should attempt to ask for more. The whole difficulty went back to 1908. There were vested interests that had to be taken into account. It was no use attempting to arouse a lot of opposition that they could avoid arousing, and his advice would be to be satisfied with what the Pharmaceutical Society was attempting to get by the draft Bill. Small emendations perhaps there might be, but, in general, he thought the Bill went as far as they could reasonably expect. If they got all there was in the Bill in regard to Part II poisons—limitation of the kinds of poisons to go into Part II, and again the limitation of the numbers of those who were to sell Part II poisons—he questioned if it was possible to hope for more. Inspection was provided for, because there hitherto had not been an inspection, and he thought that in the circumstances of the Bill there would be a satisfactory inspection.

Mr. NUTT (Brecon) read an amendment in the following terms:—

That this meeting of delegates instructs the Council of the Society to press for some form of definite limitation in the granting of these licences in the way of distance or population limit in respect of the words "reasonable facilities." Also that a definite fee be imposed in the Bill approximated to the figure that the pharmacist has to pay for the same privileges.

The CHAIRMAN suggested that the wording of the resolution be altered to: "Suggests to the Council for their consideration," and Mr. Nutt agreed.

The amendment was then put to the meeting, the voting being forty-nine in favour and sixty-seven against.

The original resolution as set out in the Bill was then unanimously agreed to.

(13) INSPECTION.—It becomes the duty of the Society to provide for the inspection of chemists' shops by means of inspectors, who are to be pharmacists. The inspection of the shops of sellers of Part II poisons is in the hands of the county councils unless they make arrangements with the Society to undertake it for them. As all proceedings under the Act are to be taken through the police courts, there is nothing to prevent the Society taking action in any case in which it is able to secure satisfactory evidence. (Cries of "Agreed.")

Mr. KIRBY (Bradford) read the following resolution from the Bradford Branch:—

That dispensing means the sale or supply of any drug or medicine in accordance with the prescription given by a duly registered practitioner, or in any other manner for use internally or externally for medicinal purposes.

After some discussion the resolution was withdrawn.

The CHAIRMAN, in closing the meeting, said that in his view this had been perhaps one of the most memorable delegates' meetings that had ever been held. The Bill was the considered view of the Council of what was reasonably obtainable. The resolution was carried.

Conversazione in the Society's House

The custom, successfully revived two years ago, of holding an occasional *conversazione* in the Society's headquarters was again justified by every sign of approval on the evening of February 10, when several hundred members passed through the twenty-one rooms in which the exhibits were shown and explained. The president (Mr. A. R. Melhuish) received the visitors in the examination-hall, transformed for the occasion into a salon, with music and refreshments as adjuvants. Montaigne's famous description of mankind as undulating and diverse came to mind as we examined the attractive variety of apparatus and demonstration; the diversity was beyond question, and undulation was the lot of some who found the typically pharmaceutical odour of cinnamon a little too pervasive.

Each of the four laboratories devoted to pharmacology and biochemistry gave a good idea of the work that is being undertaken in such subjects as physiological standardisation and vitamin research. The heart of a cat and the lung of a dog were shown in action with relevant data, and there were courteous experts at hand to coach the uninitiated. The pharmacy laboratory was filled to "capacity," at the time of our visit, with people watching the concentration of percolates under reduced pressure, the making of colloidal solutions and several other fascinating processes. The contents of the lecture-theatre (Army and Navy equipment in pharmacy) and of the museum were by many members taken as seen; they thus missed specimens of the crude drugs to be added to the British Pharmaceutical Codex, namely, *apii fructus*, *bixæ semina*, *cassia fructus*, *corydalis tubera*, *derris radix*, *ephedra herba*, *holarrhena cortex*, *myrica cortex*, *pegani semina*, *psyllii semina*, *sassafras cortex*, *thymi herba* and *tilia flores*. Thence the route mapped out led to the library, where a good selection of valuable books was on view; we may be allowed to hope that on future occasions the descriptions appended to the most important of such books will be amplified. Close to the library was the pharmacognosy laboratory, devoted on this occasion largely to microscopes with well-chosen slides, such as those of diatomaceous earths sent by Mr. N. I. Hendey; on the same floor, too, was a demonstration of the camera lucida, the quartz lamp and other adjuncts of research. Then upstairs to the Codex laboratory, containing a wonderful balance and showing work in progress; then to the top of the building, where the chemical laboratories had displays over which an hour might easily have been spent—among them such things as vacuum distillation, Liesegang rings and the antimony trichloride test.

Lastly, the Council chamber and an adjoining room had a delightful collection of documents, books, pictures and curios relating to the history of the Society and of pharmacy. Some of the maps and plans of the district, lent by the Holborn Borough Council and Mr. Percy Hill, had recently been on view in a neighbouring building, but were, no doubt, new to the majority of visitors. The Wellcome Historical Medical Museum had lent some valuable china, medicine chests and other items; Mr. E. Saville Peck some Egyptian mortars inlaid with silver; and pictures, invoices and so forth came from Allen & Hanburys, Ltd., Professor Greenish, Mr. T. Edward Lescher, O.B.E., John Bell & Croyden, Ltd., John Bell, Hills & Lucas, Ltd., Morson & Son, Ltd., Savory & Moore, Ltd., and Squire & Sons, Ltd. A contributor to the "Evening News" of February 11, who was curiously misinformed about the *conversazione* of two years ago, was able to "spread himself" on the contents of the Council chamber.

Those present during the evening included Mr. Alban Atkin, Mr. T. E. Brewis, Dr. Katherine Coward, Mr. R. Fouracre, Mr. J. P. Gilmour, Professor H. G. Greenish, Mr. F. G. Hines (vice-president), Dr. C. H. Hampshire, Mr. John Humphrey, Mr. and Mrs. Peter Irvine, Dr. H. A. D. Jowett, Mr. H. N. Linstead (secretary and registrar), Mr. Harry Martin, Mrs. Melhuish, Mr. and Mrs. C. A. Noble, Mr. E. Saville Peck, Mr. Herbert Skinner, Mr. T. Morley Taylor, Mr. G. A. Tocher, Mr. T. E. Wallis, Mr. F. G. Wells, Mr. F. Wokes and Mr. W. Wyatt.

Evening Meeting in Edinburgh

The third evening meeting of the session was held at 36 York Place, Edinburgh, on January 23, Mr. Charles Simpson (chairman of the Executive) presiding.

The chairman said they had met to continue the discussion on the report of the Pharmacy Subcommittee of the Pharmacopœia Commission which had been adjourned (*C. & D.*, January 3, p. 20). Mr. David Harley (Musselburgh) had kindly undertaken to open the adjourned discussion. Mr. Harley submitted the following:—

Notes on the Report of the Pharmacy Subcommittee of the Pharmacopœia Commission

[ABSTRACT]

Mr. Boa had suggested the addition of alcohol for the effectual liquefaction of carbolic acid. He had found that the addition of 5 per cent. of glycerin was entirely satisfactory. In view of recent concessions as to the use of industrial spirit he wondered whether there was any necessity for continuing two classes of liniments. Glycerin of boric acid by the new formula would not be any more easily manipulated than the present. Glycerin of carbolic acid was not reduced in strength to any degree. In the interest of the patient it might be wise not to sanction the alternative of a concentrated infusion of digitalis and perhaps of broom and buchu.

In liniment of camphor the consensus of opinion seemed to indicate olive oil should be retained and that a suitable commercial quality of olive oil should be described for making the liniment and also lead plaster and compound mercury ointment. The finest edible olive oil should also be described. In paraffin ointment the manipulation was easier and the product superior. In making the stock batch of boric acid ointment the use of a kitchen grater was a great help. The hard paraffin was rubbed into fine shreds and melted with less heat. In Dover's powder it remained to be seen whether the new powder would have the same therapeutic value. Gregory's powder should not be tampered with.

The definition of a tincture did not seem clear or logical, and the naming of the iodine solutions should be most carefully considered. Tincture of orange was a needlessly costly commodity. For the first time they found a formula for compound syrup of ferrous phosphate in an official book. With pharmacy so well represented on the subcommittee, they should expect tried and practical formulas to be chosen. But this did not seem to be so in this case. The suggestion that chemical food as well as Parrish's syrup should be made a synonym would be a safeguard. The deletion of ipecacuanha wine looked like the passing of an old friend. In recent times compound zinc paste had been ordered extensively.

In the subsequent discussion,

Mr. RUTHERFORD HILL said the permission to use industrial spirit in the making of pharmaceutical preparations opened the way to considerable economy. There was an impression that galenical preparations, though standardised to alkaloidal content, might yet possess properties which would not be obtained by the use of the separated active principles. That might be so, but, the secondary substances in the galenical preparation might not only interfere with the proper action of the active principle, but variations in the proportion of these secondary principles might lead to variation in the action of the drug. In the case of liquid extract of senega it might be true that the addition of solution of ammonia gave a clear liquid, but one was inclined to ask whether any investigation had been made as to the action of the alkaline ammonia solution on the glucosides of the senega root. With regard to bismuth lozenges, in connection with which, incidentally, it was officially declared that calcium carbonate means precipitated calcium carbonate, this eliminated the amorphous calcium carbonate, which it was known McLean intended to be used in the making of McLean's powder.

Corner for Students

Conducted by Leonard Dobbin, Ph.D.

Communications should be addressed "Corner for Students," *The Chemist and Druggist*, 28 Essex Street, London, W.C.2."

Report on the January Analytical Exercise

THE powder distributed to students on January 13 contained five parts by weight of calcium phosphate, four parts of magnesium hydroxycarbonate, and one part of lithium carbonate. The calculated composition of such a mixture is:—

Ca	...	...	...	19.4
Mg	...	...	...	10.2
Li	...	...	...	0.8
PO ₄	...	...	...	30.6
CO ₃	...	...	...	25.8
OH	...	...	...	3.5
H ₂ O	...	...	...	9.7
				100.0

There was also present, as impurity, a trace of the sulphuric acid radical.

Samples of the powder were distributed to sixty students, and twenty-eight reports were returned for examination. The carbonic acid radical was the only main constituent reported in every instance. The failures to detect the others were:—Calcium, 11; magnesium, 6; lithium, 23; phosphoric acid radical, 5. Seven students failed to report the distinct evolution of water when the powder was heated in a dry tube. Metals reported in error as present included zinc, manganese, aluminium, strontium, and potassium. Bromide and nitrate were also reported.

Two methods of examining the powder as a phosphate mixture were reported upon. One of these consisted in filtering off, well washing, and then separately examining the precipitate produced on adding ammonium chloride and excess of ammonia to the original solution in hydrochloric acid. This precipitate contained the whole of the phosphoric acid radical, associated with most of the calcium and part of the magnesium and lithium, and was submitted to the usual acetate and ferric chloride treatment. The filtrate contained most of the magnesium, along with some of the calcium and lithium as chlorides, and its examination was comparatively simple. In the other method the acetate treatment was applied to the original hydrochloric-acid solution, without previous removal of the Group III precipitate. In the case of the present mixture, the latter was, on the whole, the more satisfactory method, since it ensured that the lithium should be confined to a single filtrate. Whichever of these two methods was adopted, there seemed to be occasional misconception regarding any precipitate which might appear at the stage where sodium or ammonium acetate and acetic acid are added to the nearly neutral phosphate solution, and the mixture is gently heated, but before the addition of ferric chloride. The non-formation of a precipitate at this stage was commonly taken to prove the absence of iron, while aluminium was sought for, later, either in the precipitate of ferric phosphate and basic acetate, or in the filtrate from that precipitate. Aluminium, however, had it been present, would have appeared as a precipitate of phosphate, just as iron would, and at the same stage, so that its non-appearance there was a sufficient proof of its absence from the mixture. When a precipitate appears before the ferric chloride is added, it is best to remove it by filtration and examine it separately.

It is remarkable that only five correspondents reported lithium. The flame colour reaction, which is the most striking feature of this metal, was attributed by some who observed it to strontium, and several reported other strontium reactions to correspond. Quite a number omitted to apply the flame test at the proper stage, that is, after the separation of the calcium, and thereby they missed the opportunity of possibly recognising the lithium reaction.

The five students who failed to recognise the mixture as phosphatic and, in consequence, did not apply an appropriate method, fell into serious error with respect to the Group III precipitate, several mistaking calcium phosphate for aluminium hydroxide.

PRIZES

The First Prize for the best analysis has been awarded to:—

MARGARET W. NIVEN, c/o C. S. Jolly, 87 Gray Street, Broughty Ferry, Angus.

The Second Prize has been awarded to:—

RICHARD ERNEST LONG 2 Southport Road, Kew, Southport.

First Prize.—Any scientific book that is published at a price not greatly exceeding fifteen shillings may be taken as a first prize.

Second Prize.—Any scientific book which is sold for about seven shillings and sixpence may be taken as a second prize.

The students to whom prizes are awarded are requested to write at once to the publisher, naming the book or books they select.

MARKS AWARDED FOR ANALYSIS

1. Correspondents who have not passed in Chemistry:—

M. W. Niven (1st Prize)	...	95	Acriflavine	...	66
R. E. Long (2nd Prize)	...	89	L. C. Cowell...	...	66
Agricola	...	85	Tryer	...	65
Robin Hood	...	82	Hopeful	...	62
Waage	...	81	Skolto	...	61
Prof. P.	...	80	Galena	...	60
E. A. T.	...	79	Agaricus	...	42
Roygbiv	...	78	No. 53	...	40
North Regional	...	76	Semper Fidelis	...	36
			Live and Learn	...	35

2. Correspondents who have passed in Chemistry or who have not indicated that they have not passed:—

P. H. D.	...	96	A. F. Mattock	...	62
Teragram	...	84	W. H. Arnold	...	61
Quaesitor	...	80	Excelsior	...	41
Optico	...	79	M. E. B.	...	37
Paddy	...	76			

TO CORRESPONDENTS

R. E. LONG:—The filtrate from the precipitate produced on adding ammonium chloride and excess of ammonia as group reagents contained most of the magnesium, and at least part of the lithium, and these should have been detected there. Both were present, however, to some extent in the precipitate, where you detected them.

ROBIN HOOD:—Had you evaporated to dryness the filtrate from the barium-group precipitate and applied the flame test to the residue, it is unlikely that you would have failed to observe the crimson colour due to lithium.

WAAGE:—You report the formation of a white precipitate on adding silver nitrate to a solution of the powder in dilute nitric acid, and attribute this to a pyrophosphate or a metaphosphate. We failed to obtain any precipitate on repeating this test, but besides this, silver pyrophosphate and metaphosphate are dissolved by nitric acid.

E. A. T.:—When you were about to remove the phosphoric acid radical, why add more in the form of ammonium phosphate immediately before adding ferric chloride? This could only necessitate the addition of more ferric chloride than would be required otherwise and would yield a bulkier precipitate to be manipulated. You made a remarkable omission by not testing for barium group metals.

NORTH REGIONAL:—Manganese was not present, and it is difficult to understand why you obtained the reactions which led you to conclude that it was.

HOPEFUL.—There is some confusion in your report regarding aluminium. Having proved its absence by the failure to obtain any precipitate on adding acetic acid and sodium acetate to the nearly neutral solution and warming, you afterwards supposed that another reaction indicated its presence. See the general remarks.

SKOLTO.—Had aluminium been present it would have accompanied the iron in the ferric phosphate precipitate, in which you did not test for it, and would not have been in the filtrate where you tested for it.

AGARICUS.—Failure to recognise the presence of a phosphate was the primary cause of your erroneous conclusion about aluminium. Make sure that the molybdate solution you employ is a suitable one by testing its behaviour with a known phosphate.

SEMPER FIDELIS.—The white pungent acid fumes which you observed in heating the powder with concentrated sulphuric acid were due solely to this acid, and the dense white fumes with ammonia consisted of ammonium sulphate or acid sulphate.

LIVE AND LEARN.—Your method of simply adding group reagents and applying special tests to separate portions of the original acid solution will not do. Systematic examination, including the usual separations, must be carried out if you are to obtain reliable results. Follow the scheme of analysis as set forth in any good text book.

A. F. MATTOCK.—Your examination of the original Group III precipitate was altogether insufficient. Besides iron-group metals, it should have been tested for barium-group and magnesium phosphates, and full particulars should have been given of how the tests were applied.

Pharmaceutical Society of Ireland

A LECTURE on "Vitamins: The Accessory Food Factors in Health and Disease" was delivered on January 14, at 67 Lower Mount Street, Dublin, under the auspices of the Pharmaceutical Society of Ireland, by Dr. J. Stanley White. Mr. Denis J. Nugent (president) was in the chair.

Dr. WHITE, in the course of his lecture, referred to the history of vitamin research, to the classes into which vitamins are divided, to the properties of the different classes, and to diseases which are caused by a dietary deficient in certain of these bodies. He also mentioned a number of experiments which have been made in the animal world, illustrating the advent of disease in the case of animals on a dietary deficient in vitamins, and to the absence of disease in cases in which there was no deficiency. The lecture was illustrated by lantern slides.

Dr. A. F. MACMAHON proposed a vote of thanks to Dr. White. The more one thought, he said, of the many diseases caused by improper feeding, the more one realised what a great study dietetics should be. He would like to congratulate the man who had invented the name "vitamin." It had captured the imagination of the man in the street. Various works had been written on this particular subject, but they had been too involved. The authors had hedged them round with what he might call "supercharged nomenclature," and very often they had defeated the purpose for which they had been written. Dr. Stanley White, however, had made the rough passages smooth. He thanked the president of the Society for having invited him.

Dr. MICHAEL RYAN (vice-president) seconded the vote of thanks. Dr. Stanley White, he said, had been amongst them on several occasions, and his appearance was looked forward to with the deepest interest. He (Dr. Ryan) was sure that the time was not far distant when the retailers of various foodstuffs would be able to tell the public of their vitamin content. He hoped they would have the pleasure of hearing Dr. Stanley White soon again.

The PRESIDENT, in putting the vote of thanks, said that more attention would in future be paid to diet. Referring to the resolution passed at the January meeting of the Council of the Society (C. & D.,

January 24, p. 90), he said the Council were quite ready to go ahead and to give the students every facility; and he hoped that in a short time after the Committee got going they would be able to develop their laboratory.

The vote of thanks was enthusiastically passed.

Dr. WHITE, in acknowledging the vote, replied to a question asked him by Professor Collins as to how precisely vitamins acted, and said that in all probability they acted as catalysts.

Examination Results

The following are the results of the January examinations:—

PHARMACEUTICAL LICENCE EXAMINATION.—Passed with honours. Celia Donchue and Mary J. Shannon. Passed: Mary Wrixon, Sydney Morris, Percy Fenton, Catherine McFeely, Geraldine Gildon, Thomas Larkin, Eileen Byrne, Sheila Murphy, Stanley Savage, Joseph McGorry, Matthew McNamara, Patrick A. Brennan, Stephen Cooper, Margaret Morris, D. W. Bleakley, Cormac Flanagan, and Michael J. O'Rourke. Twenty-eight candidates were rejected. Mr. Jeremiah Burke obtained sufficient marks to qualify as a pharmaceutical assistant.

PHARMACEUTICAL ASSISTANT EXAMINATION.—Passed (arranged according to merit): Pauline Dillon, Violet V. Hamilton, and Michael V. O'Reilly. Five candidates were rejected.

PRELIMINARY EXAMINATION.—Passed (arranged according to merit): Michael J. Flynn, Maureen McSweeney, Maureen M. Lee, Patrick J. Meade, Francis Parnan, Thomas Patrick Barrett, and John Justin Dunning. Ten candidates were rejected.

REGISTERED DRUGGIST EXAMINATION.—Mrs. Elizabeth Conaty. Two candidates were rejected.

Pharma-Kantikles

CANTO III

THE DRAFTERS

*Now this is the Dirge of the Deadly Few,
Who fought with a Nether Coat, slashed and slew
The Young and the Old and the R.P.U.,
And who'd give clean away
All the Rights that to us
Are, as clear as the day,
Ours by birth; and the Fuss
Has almost awakened Our Somnolent Crew.*

Now there they sate in solemn state,
And worried E. T. N. and Co.,
Awhile the Tribe with quip and gibe,
Their unsuspecting ways would go;
Then came the shock
That made them mock
At first—but soon
It changed their tune
And then too late—"I told you so!"

The Drafters shrewd did not intrude
Their aims, but smoothed the way along,
They made their kill with coated pill
And lured the unsuspecting throng
To swallow whole
(Rest Gamble's soul!)
The deadly view
That me—and you
Are Licensed Sellers—brave and strong.

Do not deride our bounding pride:
The fact of facts must not be missed
That we are free, as near can be,
To sell some poisons—and insist
That if some knave
Should misbehave
Or did not please
To pay his fees
He can be "Stricken off the List."

Trade Report

The prices given in this section are those obtained by importers or manufacturers for bulk quantities or original packages. To these prices various charges have to be added, whereby values are in many instances greatly augmented before wholesale dealers receive the goods into stock, after which much expense may be incurred in garbiling, packing, etc. Qualities of chemicals, drugs, essential and fixed oils, and many other commodities vary greatly, and higher prices than those here quoted are charged for selected qualities of natural products even in bulk quantities.

28 Essex Street, W.C.2, February 12

A MORE cheerful feeling has been shown in most of the commodity markets incidental to a revival of trade buying on the Mincing Lane and Baltic Exchanges, while confidence was in some degree strengthened by the buoyancy which manifested itself in Wall Street and on European Bourses. This improvement in the demand comes at a time when most prices remain on an unsatisfactory basis. Stockholders continue to realise in many instances at best prices obtainable. The cheapness of money should mean buying at prices which appear reasonable, but so many articles are in such plentiful supply that holding stock entails charges, so that only an improvement in values would justify purchases. In drugs, Japanese refined camphor is in fair demand. Norwegian cod-liver oil is dearer on poor results for the first week of the Lofoten fishing. Menthol is steady but in little demand. Grey Jamaica sarsaparilla and Matto Grosso ipecaeanha are easier. New crop fenugreek seed is dearer. Business in pharmaceutical chemicals has by no means been poor, with the bulk of prices fully maintained. Phenolphthalein is lower owing to outside competition. Bromides are steady with keen competition not so marked. Thymol is steadier at last week's reduction. Citric and tartaric acids are in small request and unchanged. Among the industrial chemicals, business has proved disappointing during the first week of February, but most prices are steady on quotation. Red and white leads have been reduced by the international convention; arsenic is very irregular but firm. In the fixed oils group, the bulk of products remain dull, and a further number of reductions are recorded. Turpentine, however, shows a good recovery, and linseed oil is slightly firmer. Coconut, palm kernel, palm and soya are more or less cheaper; wood oil is steadier. In other Mincing Lane articles the demand for sugar became more active, but prices were again kept down pending definite news regarding the adoption of the international restriction scheme. Plantation rubber rallied to 4d. per lb., due to better statistics and favourable outside influences. Shellac improved somewhat, while the deliveries for January were excellent at upwards of 8,600 cases, thus making against moderate receipts a decrease in stocks of 2,563 cases, to 22,125 cases against 25,467 a year ago.

Higher	Firmer	Easier	Lower
Cod-liver oil	Caraway seed	Acid oils	Coconut
Fenugreek seed,	(Dutch,	Antimony	(desicc.)
new crop	spot)	Canary seed	Palm oil
(c.i.f.)	Linseed oil	(Mor.)	Phenolph-
Pepper	Rubber	Coconut oil	thalein
Turpentine	Shellac	Ipecaeanha	Platinoid
		Lemon oil	Red lead
		Orange oil	Sarsaparilla
		Palm kernel oil	(grey, Jam.)
		Pimento	White lead
		Soya oil	
	Steadier		
	Thymol		
	Wood oil		

Cablegram

BERGEN, February 11.—Owing to the bad reports of fishing off the Lofoten the market is firm and advancing: finest new 1931 steam-refined non-freezing oil is now firmer at 95s. per barrel c.i.f.

Crude Drugs, etc.

ALOE.—It is reported that Curaçoa are going to see full prices over the season, as conditions are unchanged at origin, the oil companies absorbing the bulk of the labour. Good livers are exceedingly scarce at 135s. to 140s. asked. Intermediate qualities are hard to find; manufacturing are on offer at 110s. Cape is unchanged at 37s. to 39s. as to quality.

ANGELICA ROOT.—Original genuine Saxony twisted is offered at from 10d. to 1s. per lb. according to quality.

ANTIMONY.—There has been but little activity in Chinese regulus and the tendency has been easier at around £25. Consumers seem rather indifferent about covering their needs, and in the meantime c.i.f. terms have eased further, although showing considerable irregularity on either side of £22 10s. English high-grade refined at £42 to £42 10s. and ordinary brands can be got down to £36. Chinese crude is nominal at about £21 10s. on the spot, and Chinese white oxide is £31.

ARECA.—Good sound Ceylon is worth about 37s. 6d. per cwt. on the spot.

BALSAM TOLU is barely steady at 3s. per lb. on the spot. Forward offers of late have been easier.

BELLADONNA.—Root is in little better supply from the Continent; 0.79 per cent. is 55s., and 0.69 per cent. 50s. per cwt. c.i.f. for prompt shipment ex Hamburg.

BUCHU.—Market at present is very short of fine green rounds, and one or two arrivals are expected. Rounds are firmer on the spot at 1s. 1d. to 1s. 1½d. for medium green quality, and for good, clean green quality 1s. 2d. has been paid. Part stalky are 1s. Ovals are unchanged as low as 8½d. for fair quality. Supplies of the latter are getting short here.

CADMIUM.—The tone is about steady, with business chiefly hard to mouth. With a full supply available, consumers are not buying beyond their early requirements, although current rates are relatively low on the basis of 1s. 9d. to 1s. 10d. per lb. for fair-sized lots on the spot.

CAMPOR (REFINED) is in fair demand on the spot. Japanese 2½-lb. slabs offering at from 2s. 2d. to 2s. 2½d. per lb.; flowers at 2s. 3d. and ¼-oz. tablets at from 2s. 7½d. to 2s. 8d. C.i.f. prices are—slabs 1s. 11d., flowers 1s. 11½d. and ¼-oz. tablets 2s. 5½d.

CANTHARIDES.—Of Chinese there is nothing on the spot, but a few cases can be had from the Continent at 1s. 5½d. to 1s. 6d. per lb. c.i.f.

CARDAMOMS are steady. Ceylon-Mysore bold bleached are quoted at 6s. to 6s. 3d.; mediums, 4s. to 4s. 3d.; small mediums, 2s. 10d. to 3s.; smalls, 2s. 3d. to 2s. 6d. Green Alleppy on spot are quoted at 2s., and for shipment 1s. 10d. c.i.f. Bombay seeds on spot are worth 3s. to 3s. 1d. per lb. An auction of 94 cases and seven bags Mangalore and Ceylon was held on Thursday, February 12. The following are the January statistics:—

	1927	1928	1929	1930	1931
	cases.	cwt.	cwt.	cwt.	cwt.
Landed during January ..	291	153	162	249	199
Delivered during January ..	134	229	124	113	227
Stock end of January ..	1,696	2,104	1,293	1,628	1,112

The figures for 1928-31 are in cwt.

CASCARA SAGRADA is unchanged, old crop still bringing full prices up to 72s. 6d. as to age. New crop, 1930 peel, is easier at 42s. 6d. to 43s. 6d.

CLOVES.—Zanzibar are quiet and easier at 11½d. per lb. spot, and for January-March shipment at 11d. c.i.f. Madagascar on the spot is 11½d., and January-March shipment 9½d. c.i.f.

The landings of Zanzibar in London during the week ended February 7 have amounted to 110 and the deliveries to 222, leaving a stock of 737, against 1,480 in 1930 and 2,373 bales in 1929. From January 1 to date landings of Zanzibar have been 213, against 1,455 in 1930, and the deliveries 379, against 783 in 1930. Landings of Madagascar for the week ended February 7 were nil and the deliveries 72, leaving a stock of 996, against 662 in 1930 and 2,400 bales in 1929. Landings of Madagascar this year to date have been 500, against 694 in 1930, and the deliveries 345, against 82 in 1930.

COCOA BUTTER.—Prime English is quoted at 10½d., C.F.R. at 11d., and Van Houten's "A" at 11½d. per lb. in not less than one-ton lots.

COCONUT (DESICCATED).—Market is lower on Colombo offers: spot is 23s. 9d. for fine and medium is 23s. 3d. For February shipment 21s. 6d. is quoted, and March 21s. 4½d. c.i.f. Business has been done at 21s. 3d. c.i.f. for February-March shipment.

COD-LIVER OIL is dearer all round on account of the poor results of the early Lofoten fishing. Some of the makers have advanced their prices from 2s. to 4s. per barrel, and buyers are now inclined to take more interest in the position. The quotation for finest non-freezing steam-refined 1931 oil for March-April shipment varies from about 94s. to 97s. 6d. per barrel, according to brand. The official inspection of the Lofoten cod fishing (according to our Bergen correspondent) commenced on February 3, and the first week's results were very poor—only 100,000 cod and 151 hectol. of oil: stormy weather is hindering the fishing. From private information received it appears that the liver is about of the same quality as last year, yielding about 50 per cent. of oil. Inferior quality for veterinary purposes is in active demand. The exports of medicinal oil up to January 24 amount to 4,919 barrels against 5,768 barrels at the same date last year.

CORN PRODUCTS, ETC.—Guaranteed water-white English glucose (corn syrup) is offered at 18s. 6d. per cwt. for delivery up to the end of March, ex store, London; American guaranteed water-white is also 18s. 6d. net for delivery up to the end of June, ex store, London. Dutch *maize starch powder* (cornflour) is 11s. per cwt. on the spot and 10s. f.o.b. for shipment. American for delivery up to the end of June is 11s. 9d., ex store, London. *Pearl starch* for delivery up to the end of June is 11s. 3d. per cwt. ex store, London. Dutch *maize starch crystals* is 18s. on the spot, and American for delivery up to the end of June is 16s. net per cwt. ex store, London. Dutch *dextrin* is quoted at 18s. to 22s. per cwt. on the spot, as to quality. American *canary* for February delivery is 18s. 4½d., and March-June delivery is 17s. 10½d., white is 18s. 1½d. per cwt. net ex store, London, for February delivery, and March-June is 17s. 7½d. per cwt. net ex store, London. Dutch *farina* is 9s. 6d. per cwt. on the spot, and to arrive 8s. is quoted f.o.b. Polish is 9s. on the spot and 8s. 3d. per cwt. c.i.f.

CROTON OIL is very scarce with small lots selling at 16s. 6d. per lb.

CUTTLE FISH BONE is very slow of sale with supplies better here. Recent arrivals shows improvement regarding colour and quality. Bold to medium is on offer as low as 6d. per lb. bone.

DRAGON'S BLOOD.—There is still an absence of fine reboiled Singapore lump.

ERGOT.—Indications point to firmer prices as available stocks of Russian here are gradually diminishing; ordinary to medium bold is 10½d. per lb., ordinary 10d. spot. Hamburg reports that much firmer prices will prevail as their supplies are not being augmented from origin, and their prices come somewhat over spot prices. Spanish is unchanged, as the peseta is still in favour of buyers; spot good bold sound 1s. 10d., with Hamburg offering under this at 1s. 8½d. to 1s. 9d.

GALLS.—Persian blue offer on the spot at 90s. with no demand; green is quoted at 75s., and no white is offered.

GINGER.—New crop African for February-April shipment is offered at 25s. per cwt. c.i.f.: the spot value is 35s.

GUAIACUM is fully steady with good glassy block now held for about 2s. 6d. per lb. There has been some demand for manufacturing grades, and several lots have recently changed hands. Ordinary sorts, part drossy, are offered at from 10d. to 1s. 3d. per lb.

GUM ACACIA is quieter and prices all round have eased about 6d. per cwt., although for gum near at hand a premium is still required by holders. New crop Kordofan cleaned sorts for February-March shipment is now offered at 40s. 6d. per cwt. c.i.f., and natural from 38s. to 38s. 6d. c.i.f. The spot market is steady with supplies not too plentiful. Kordofan cleaned is unchanged as from 47s. 6d. to 50s., and natural at from 45s. to 46s. Bleached still continues steady with a scarcity of fine white gum, and from 130s. to 137s. 6d. is asked according to quality. Talha is unchanged at 32s. 6d. on the spot and at 22s. 6d. c.i.f. The London stock of gum acacia of all descriptions at the end of January was 4,295 against 2,616 in 1930 and 4,015 in 1929; landings to date have been 4,295, and the deliveries to date 1,379.

HONEY.—Market is somewhat under a cloud at present so far as Mining Lane is concerned owing to large quantities of reconditioned Jamaica being offered at about from 5s. to 7s. 6d. per cwt. below the prices of sound. The value of sound Jamaica is from 36s. to 38s. for pale to cream set, 34s. to 36s. for amber set, and 29s. to 32s. for dark. Light amber to palish set San Domingo is 26s. to 28s., and dark amber part sugary set 25s. per cwt.

HYDRASTIS is easy with spot sellers at 6s. per lb.

IPECACUANA is easier c.i.f. as regards Matto Grosso, around 9s. 3d. Spot also is rather weak at 10s. to 10s. 3d. for usual good testing root. The general opinion is that the c.i.f. price has reached bottom, and a firmer market is prophesied. Of Johore, two or three bales have arrived, for which no prices are mentioned. Minas is 9s. 9d. per lb.

JALAP.—There is a scarcity of 10 per cent. root, which is offered from Hamburg at about 11½d. per lb. c.i.f.

LIME JUICE.—Good green top pulp Jamaica is offered at 3s. per gallon in original puncheons.

LIQURICE ROOT.—Supplies are very short on the spot with higher Hamburg prices, as a shortage is reported there, 16s. being named for good quality sort.

MENTHOL is steady without much demand. K/S on the spot is offered at from 12s. 7½d. to 12s. 9d. per lb., and to arrive from 12s. 4½d. to 12s. 7½d. c.i.f. is quoted. There are spot buyers at 12s. 3d. and c.i.f. at 12s. 1½d.

MERCURY is quietly steady on the spot, although trade buyers fill their requirements from hand to mouth. Supplies coming along are ample enough to cope with the demand. The agents of the Combine ask £21 17s. 6d. for small lots net on the spot. According to an American report, the General Electric Company is erecting the world's largest mercury-vapour turbine in Schenectady, U.S.A. This plant will generate 20,000 kilowatts and it is said will require a quantity of 250,000 lb. of mercury for the boiler.

ORIUM is weak, with usual Turkey druggists' quality offering at about 1s. 1d. per unit.

PEACH KERNEL OIL is quoted at 10d. per lb.

PEPPER.—Lampong is steady at 6½d. per lb. on the spot. To arrive, sales include January-March at 5½d. to 5½d. to 5½d., and March-May at 5½d. to 6d. per lb. c.i.f. Tellicherry is 55s. c.i.f. for March-May shipment. Alleppy is 54s. c.i.f. for March-May shipment. White Muntok is firmer at 9½d. per lb. spot. To arrive, sales include January-March at 9d. to 9½d. and March-May at 9½d. to 9½d. per lb. c.i.f.

PIMENTO is easier at 4½d. per lb. spot and at 39s. c.i.f. for March-April shipment.

PLATINUM.—Owing to the continued absence of demand, there have been some further concessions made by holders, who now ask £6 5s. to £6 7s. 6d. per oz. The official quotation of the leading refiners has thus been reduced by 7s. 6d. per oz.

RUBBER has shown a slight improvement, due chiefly to the better reports that have arrived during the past few days. A fair amount of spot rubber has gone to consumers, and the tone generally seems better for the time being. With the present low level of prices it must be taken into account that quite a fair proportion of the present stocks in this country, which now total 124,456 tons, is held by financial groups, and therefore is not likely to come out until prices all round are considerably higher. This factor would prove most important should there be a sudden rally in prices. Arrivals last week totalled 1,710 tons, whilst deliveries were 1,536 tons, showing a further increase of 124 tons in the stocks. The London stock now stands at 81,163 tons, against 61,482 tons at the corresponding period last year. The Liverpool stock now stands at 43,293 tons. Quotations (Wednesday, 5 p.m.): No. 1 standard ribbed smoked sheet, spot and February, 4½d.; March, 4½d.; April-June, 4½d.; July-September, 4½d.; October-December, 4½d. per lb.

SARSAPARILLA.—Grey Jamaica is rather cheaper, offering at 1s. 3d. per lb.

SEEDS.—ANISE.—Spanish is 47s. 6d., Bulgarian 32s. 6d., and Russian 31s. per cwt. on the spot. CANARY.—Mazagan is unchanged on spot at 23s.; Tangier is offering at 20s. Morocco is now offered at 19s. Turkish (2 per cent.) is quiet at 19s. on the spot. MILLET.—Yellow Morocco remains unchanged at 8s. spot. The price now quoted for shipment is 7s. 6d. c.i.f. CUMIN.—Malta on spot is unchanged at 57s. 6d., and Morocco is quiet at 52s. 6d. spot. FENUGREEK.—Old crop on the spot is quoted at 16s. 6d.; new crop is offered at 15s. 6d. for shipment. One of the biggest shippers has advised importers here that there is little left of this seed the other side, and that the lowest price that could be accepted to-day would have been 13s. c.i.f. London. This is confirmed by the fact that one importer has wired to about five different shippers and has only heard from one of them. It will be remembered that there was not a large crop of this seed last year, so that it is not at all surprising to find that the supplies are now almost exhausted. CORIANDER on spot remains quiet at 8s. 6d. to 9s. CARAWAY.

—Dutch on the spot is now quoted at 28s. per cwt. MUSTARD.
—English is 24s. 6d. to 34s. per cwt., according to quality.

SENEGA.—The one or two cheap parcels recently offering on the spot are now apparently absorbed, as some holders require 2s. 8d. per lb. The recent low figure of 2s. 4d. c.i.f. mentioned in one quarter is regarded as "bear" tactics, and business has not materialised.

SHELLAC is firmer at 72s. 6d. per cwt. spot for usual standard TN, fine orange is 90s. to 180s., pure button is 102s. 6d., and AC cakey 87s. 6d. To arrive, sales of February-March shipment have been made at 62s. 6d. to 63s. 6d. c.i.f., and at the close March-April is quoted at 63s. 6d. c.i.f. Sales for delivery comprise March at 65s. 6d. to 67s., May at 65s. to 69s., and August at 67s. to 71s. to 70s.

TARAXACUM.—German root is very cheap at present, and the Continent can offer good quality at 42s. 6d. to 43s. 6d. per cwt. c.i.f.

Essential Oils

FAILING demand is reported this week. Anise and cassia are without interest. Citronella is steady. Bourbon geranium is easier. Lemon and orange are also easier.

ANISE (STAR).—No interest is shown in present c.i.f. offers of "Red Ship," which remains steady at 1s. 9d. per lb. for leads, 1s. 8d. for tins and 1s. 7½d. for drums. Leads on the spot are quoted at 2s. 6d. and tins at 2s. 5d.

BERGAMOT is quoted on the spot, 38 to 40 per cent., 9s. 6d. per lb.; 35 to 36 per cent., 8s. 10½d. per lb. To arrive, c.i.f., 38 to 40 per cent. is 9s. 3d. and 35 to 36 per cent. 8s. 7½d. per lb. There are, however, some spot sellers at 9s. per lb., for 38 to 40 per cent. l.c.

CASSIA is still without interest and 3s. 2d. per lb. spot is the nominal value; to arrive, c.i.f., 2s. 7d. per lb.

CEDARWOOD is unchanged at 1s. 9d. per lb. spot and 1s. 7d. per lb. c.i.f. in drum lots.

CITRONELLA.—Java is steady and unchanged at 1s. 10d. per lb. spot and 1s. 8½d. per lb. c.i.f. Ceylon is unchanged at 1s. 10d. spot and 1s. 5½d. per lb. c.i.f. to arrive.

CORIANDER.—Hungarian distilled is quoted at 13s. per lb. spot.

EUCALYPTUS, 70 to 75 per cent., is unchanged at 1s. 2d. to 1s. 3d. per lb. spot.

GERANIUM.—Bourbon on the spot is quoted at about 14s. per lb., and c.i.f. to arrive 11s. 9d. per lb. Algerian is firm at 16s. per lb. spot and 15s. 9d. c.i.f.

LEMON.—Sicilian is cheaper, hand-pressed offering on the spot at from 2s. 9d. to 3s. 3d., and to arrive at from 2s. 7½d. to 3s. 1½d. c.i.f. Machine-made is quoted on the spot at from 2s. 6d. to 2s. 7½d., and to arrive at from 2s. 4½d. to 2s. 6d. c.i.f.

ORANGE.—Sicilian sweet is easier at 8s. 1½d. per lb. c.i.f., and spot is 8s. to 8s. 4½d. Bitter is also easier at 7s. 6d. on the spot, and to arrive 7s. 3d. c.i.f. is quoted.

PEPPERMINT.—The forward positions of Japanese demethylised are steady, but spot prices are inclined to give way slightly. K/S on the spot is quoted at from 3s. 9d. to 3s. 10½d., and other brands at from 3s. 8d. to 3s. 9d. To arrive, K/S is offered at from 3s. 7½d. to 3s. 9d., and other brands at from 3s. 7d. to 3s. 8d., with buyers, any position, any brand, at 3s. 4½d. for a round quantity. American natural tin oil is unchanged at from 8s. 6d. to 9s. per lb. spot for good-branded oil.

ROSE.—According to statistics published by the General-Direction of Statistics, Sofia, exports of otto of rose from Bulgaria during November, 1930, amounted to 33 kilos, valued at 3,564,000 leva, compared with 143 kilos, valued at 15,913,000 leva for November, 1929. Exports during the period January-November of 1930 have been 1,739 kilos, valued at 192,905,000 leva, compared with 2,559 kilos, valued at 255,175,000 leva for the corresponding period of 1929.

SPEARMINT is quoted at from 12s. 9d. to 13s. 6d. per lb. spot as to brand.

WORMSEED (CHENOPODIUM) is unchanged at 15s. to 15s. 6d. per lb. spot as to seller.

The following arrivals have taken place from the countries indicated during the period February 5 to February 10, inclusive: Anise (Fr.) 6 pkg. (H.-K.) 45 pkg.; bergamot (It.) 20 cs.; caraway (It.) 1 dm.; citronella (Java) 4 dm.; clove (Fr.) 5 dm.; juniper (Ger.) 2 cs.; lavender (Fr.) 1 dm.; lemon (It.) 174 cs.; lemongrass (Fr.) 1 dm., (Gnat.) 2 cs.; orange (Jam.) 71 cs.; pennyroyal (Sp.) 1 dm.; peppermint (Jap.) 50 cs., (Fr.) 1 cs.; spike (Sp.) 1 dm.; undescribed (Ger.) 4 cs.

Pharmaceutical Chemicals, etc.

DISTURBED by the recent introduction of outside cutting the Convention in phenolphthalein has reduced prices to meet competition. In other directions the position shows little change. Citric and tartaric acids are unchanged and remain in poor call. Bromides seem just a trifle less troubled with keen quotations. Business, as a whole, has by no means been poor.

ACETANILIDE continues steady on a quiet market: B.P. crystals and powder, 1s. 4½d. to 1s. 6d. per lb., as to quantity.

ACID PHENYLETHYLBARBITURIC is quoted at 43s. 3d. per lb. for under 56-lb. lots; the same price is quoted for like quantities of soda.

ASPIRIN continues steady and business is sustained on a fair scale: homo trade, 10 cwt., 2s. 7d.; 5 cwt., 2s. 8d.; 1 cwt., 2s. 8½d.; 28 lb., 2s. 9d.; 14 lb., 2s. 10d.; 7 lb., 3s.; 1 lb., 3s. 4d. per lb. Export to Colonies and British Possessions, 10 cwt., 2s. 7d.; 5 cwt., 2s. 8d.; 1 cwt., 2s. 8½d.; and less than 1 cwt., 2s. 9d. per lb., f.o.b. Export to other destinations unchanged.

BARBITONE continues very steady at full quoted rates of 7s. 3d. to 7s. 9d. per lb., as to quantity; second-hands is now difficult to locate.

BENZOIC ACID (B.P.) has received some inquiry: quantities, ex works, 1s. 10½d. per lb.; spot parcels, from 1s. 11d. per lb., ex store.

BROMIDES.—Prices are holding fairly steady, although business is by no means good. The tendency to cut is not so marked: ammonium, 1s. 8½d. to 1s. 9½d.; potassium, B.P., crystals, 1s. 4½d. to 1s. 5d.; granular, about 1s. 4½d.; sodium, B.P., 1s. 7d. to 1s. 8d. per lb., as to quantity. Makers' and dealers' prices are competitive.

CALCIUM LACTATE is steady with occasional business moving: quoted from 1s. 1½d. to 1s. 3d. per lb., as to quantity.

CHLORAL HYDRATE is unchanged at home makers' prices of 2s. 11½d. to 3s. 1½d. per lb. for duty-paid crystals, as to quantity and packing; foreign, on spot, 3s. 3d. per lb.

CITRIC ACID (B.P. crystals).—There seems to have been no improvement in business during the week, but quoted prices are about unchanged at 1s. 1d. to 1s. 1½d. per lb., less 5 per cent., for quantities of foreign on spot. British makers quote 1s. 1½d. per lb. less 5 per cent. discount.

CREAM OF TARTAR, on quotation, is irregular: a few offers of foreign are at about 84s. 6d. to 85s. 6d. per cwt., less 2½ per cent., while other sellers are not taking less than the higher figure. There is no apparent reason to suggest that the market is going to advance materially. British makers quote 99 to 100 per cent. powder at 85s. per cwt. less 2½ per cent. discount.

CREOSOTE (B.P.) is steady on a quiet market: spot, 1s. 7½d. to 1s. 9d. per lb., as to quantity.

CREOSOTE CARBONATE remains dull: dealers quote spot at about 5s. 9d. to 6s. per lb., as to quantity.

GUAIACOL CARBONATE is now fairly steady on spot at 4s. 4d. to 4s. 6d. per lb., as to quantity.

HEXAMINE continues fairly bright although prices are keen for good sized business: quoted from 1s. 10d. to 1s. 11d. per lb., and less for large quantities.

LACTIC ACID (B.P.) is maintained on quotation at 1s. 11d. to 2s. 1d. per lb., as to quantity and packing.

METHYL SALICYLATE (B.P.) is meeting with sustained business, and the market is healthy: quoted from 1s. 3d. to 1s. 5d. per lb., as to quantity.

METHYL SULFONAL remains dull but prices are steady at 12s. 7d. to 13s. 10d. per lb., as to quantity.

PARA-FORMALDEHYDE continues to move fairly well with large bulk quantities from 1s. 5½d. per lb., up to 1s. 7d. per lb., for small lots of 100 per cent. powder.

PARALDEHYDE is dull at from 1s. 1d. to 1s. 3d. per lb., as to quantity and packing.

PHENACETIN.—A fair business continues, and the Convention scale of prices is mostly operating: crystals, 3s. 8d. up to 3s. 10½d. per lb., as to quantity, with powder 1½d. per lb. more.

PHENAZONE.—The market is well held as quoted, with a moderate business: crystals, 6s. 11d. to 7s. 3½d. per lb., as to quantity, with powder 1½d. per lb. more.

PHENOLPHTHALEIN.—The outside competition of the past few weeks has resulted in Convention prices being reduced, as follows: ten cwt., 5s.; two cwt., 5s. 1d.; less than two cwt., 5s. 2½d. per lb. The market has not yet settled down.

RESORCIN is steady but quiet: quoted from 2s. 11d. to 3s. 2d. per lb., as to quantity.

SALICYLIC ACID (B.P.) is unchanged at home makers' figures of 1s. 5d. for ten cwt. up to 2s. per lb. for 1-lb. parcels.

SALOL is steady, but there is little doing at the moment: quoted at from 3s. 7½d. to 3s. 10½d. per lb., as to quantity.

SODIUM DIETHYLBARBITURATE is steady but quiet at about 8s. 9d. to 9s. per lb., as to quantity.

SODIUM SALICYLATE (B.P.) is unchanged at Convention prices with home makers doing the bulk of the business: home trade, powder, two tons, 1s. 10d.; one ton, 1s. 10½d.; ten cwt., 1s. 11d.; five cwt., 1s. 11½d.; one cwt., 2s.; 28 lb., 2s. 2d.; 14 lb., 2s. 3d.; 7 lb., 2s. 4d.; 1 lb., 2s. 5d. per lb., with crystals one penny per lb. more; export prices to all destinations are unchanged.

SULPHONAL continues steady but quiet: spot, 10s. 1d. to 11s. 2d. per lb., as to quantity.

TANNIC ACID (B.P. *leviss*).—Business is moderate with prices about 2s. 8d. up to 2s. 10d. per lb., as to quantity.

TARTARIC ACID (B.P. crystals).—Business on spot seems to have been slow, but quotations are holding at about 11½d. to 1s. per lb., less 5 per cent. for good quantities of foreign. To arrive, 1s. per lb. c.i.f., less 5 per cent., is quoted. British makers quote 1s. 0½d. per lb., less 5 per cent. discount.

TERPIN HYDRATE is still slow of sale: spot is quoted from 1s. 4d. to 1s. 6d. per lb., as to quantity.

THYMOL is steadier at the lower figures reported last week: business in synthetic fine white is not of much account: quoted from 6s. 3d. to 6s. 9d. per lb., as to quantity.

VANILLIN.—The prices of the new control are maintained: ex clove oil, ten cwt., 13s. 6d.; five cwt., 13s. 9d.; one cwt., 14s.; 28 lb., 14s. 3d.; less than 28 lb., 14s. 6d.; ex guaiacol, ten cwt., 12s.; five cwt., 12s. 3d.; one cwt., 12s. 6d.; 28 lb., 12s. 9d.; 14 lb., 13s.; 7 lb., 13s. 3d.; 1 lb., 13s. 6d. per lb., carriage paid.

Industrial Chemicals, etc.

London, February 11.

BUSINESS appears to have fallen off rather badly after a fairly good January. Prices, however, are steady on quotation. Red and white leads have moved to lower rates under the international convention. ACETIC ACID is unchanged with only a limited business passing: 80 per cent. technical £36 5s.; 80 per cent. pure, £37 5s. per ton, in barrels; glacial, pharmaceutical, 99-100 per cent., £53 per ton, in glass demijohns; glacial, in barrels, £47 per ton, carriage paid in U.K. ACETONE is inclined to be unsteady owing to competition for a limited business: B.G.S., £60 to £62 10s. per ton, in drums, ex store. ARSENIC is very irregular but firm, especially for Cornish, which is very scarce. Holders of the small lots available ask £19 f.o.r. mines. Offers are made from Belgium to this side on the basis of £17 17s. 6d. to £18 c.i.f. Mexican is offering, however, at £17 10s. c.i.f. Liverpool. COPPER SULPHATE.—The position for export is practically as before, demand being still restricted and keen competition is from the Continent. British Associated Makers ask £21 f.o.b. for casks, less 5 per cent. FORMALDEHYDE is being badly cut where business of any size is concerned: ton lots of 40 per cent. by volume, about £30 10s. per ton, in casks, ex store; much cheaper prices for large orders. ISOPROPYL ALCOHOL is in very fair demand, and prices for first quality are maintained at about 10s. 6d. to 11s. per gallon, in drums, carriage paid: lower grades at cheaper prices. POTASH CAUSTIC is unchanged at Convention rates, but some reduction is not unlikely in due course: spot, 88-92 per cent. solid, £29 10s. to £34 10s. per ton, in drums, ex store; 30s. per ton less c.i.f. in all cases. POTASSIUM PERMANGANATE is of little general interest: dealers quote quantities at 4½d. per lb., ex store, in two-cwt. drums. POTASSIUM PRUSSIAN is quiet and unchanged: £65 10s. to £65 10s. per ton; single casks, 7d.; small parcels, 7½d. per lb., ex store. SODA HYPOSULPHITE on quotation bears little relation to sales prices for large quantities: dealers quote pea crystals, in one-cwt. kegs, at £15 per ton; commercial quality, in casks, £9 2s. 6d. per ton; makers' price for pure crystals to home consumers on contract, £15 per ton, carriage paid to buyer's works. SODA SULPHIDE is dull: 60 to 62 per cent. solid, about £9; broken, £10 per ton, in drums, ex wharf. RED LEAD.—The International Convention prices have been slightly revised, as follows:—English, 5 to 10 cwt., £29 10s.; 10 cwt. to 1 ton, £29 5s.; 1 to 2 tons, £29; 2 to 5 tons, £28 10s.; 5 to 20 tons, £28; 20 to 100 tons, £27 10s.; over

200 tons, £27 per ton, less 2½ per cent. carriage paid. Continental, £1 per ton cheaper. WHITE LEAD.—Dry, English, less than 5 tons, £38; 5 to 15 tons, £35; 15 to 25 tons, £32 10s.; 25 to 50 tons, £32; 50 to 200 tons, £31 10s. per ton, with Continental material 30s. per ton cheaper. Ground in oil, English, 5 to 10 cwt., £45 10s.; 10 cwt. to 1 ton, £45; 1 to 2 tons, £44; 2 to 5 tons, £42 10s.; 5 to 15 tons, £39 10s.; 15 to 25 tons, £38; 25 to 50 tons, £37 10s.; 50 to 100 tons, £37 per ton, carriage paid, less 5 per cent. Continental, £4 per ton cheaper. Convention prices for white lead show a good reduction.

COAL TAR PRODUCTS, ETC.—Beyond the fact that most products in this section continue in poor demand there is little to comment upon. Prices are as given in last week's issue (p. 161). Carbolie acid crystals and cresylic acid are inclined to be unsteady.

Fixed Oils, etc.

AMERICAN turpentine shows a good recovery, and linseed oil is slightly better on the week. Most other products remain dull and further reductions in values are recorded. ACID OILS remain quiet and are again slightly easier: coconut and/or palm kernel, 19s.; groundnut, 15s. 3d.; soya, 14s. 6d. per cwt. spot. CASTOR is unchanged on a slow market: pharmaceutical, 39s.; first pressings, 35s.; second pressings, 32s. per cwt., in barrels, on the spot, in not less than one-ton lots. COCONUT has been quiet; market slightly easier: deodorised, spot, 33s. 9d.; Ceylon, 23s. 9d. c.i.f. COTTON is about unchanged and still quiet: deodorised, 26s.; common edible, 24s.; soapmaking, 22s.; crude, 19s. 6d. spot. GROUNDNUT is fairly steady: deodorised, spot, 30s.; crude Oriental, 23s. 6d. c.i.f. PALM KERNEL is quiet and easier: deodorised, 32s.; crude, 25s. 6d. spot. PALM.—At the slightly lower rates now quoted the market seems to be fairly steady: Lagos, 19s. 3d.; softs, 19s.; mediums, 19s.; hards, 19s. 6d.; bleached, 22s. spot. RAPE is dull and unchanged: refined, 33s.; crude, 31s. 6d. spot. SOYA is easier and still dull: deodorised, spot, 27s.; crude, 18s. 6d. spot. LINSEED (raw, naked).—The market shows a slight recovery, and although quiet the tone is steady: on spot, 18s. 6d.; February, 17s. 1½d.; March-April, 16s. 10½d.; May-August, 17s. 9d.; September-December, 18s. 3d. Boiled oil, on spot, 21s. 9d. TURPENTINE.—Prices moved up smartly in response to stronger American cable advices and talk of a curtailed new crop for the coming season. Spot was quoted 37s. 9d. and March-April 38s. 3d. London deliveries for last week were good at 2,055 barrels, making a total since January 1 of 10,035 barrels, comparing with 10,160 barrels for the same period last year. Stocks were 48,833 barrels. Adding to this quantities afloat of well upward of 6,000 barrels, the total London visible supply represents 55,090 barrels, against 33,947 barrels at the same date a year before. RESIN.—Prices have tended upwards, due to smaller American receipts, and consequently reduced stocks, but there has been no rush of business. C.i.f. terms were as follows: B 9s. 6d., D 10s. 2d., E/F 10s. 9d. to 11s. 3½d., G 11s. 6½d., K 11s. 9d., M/N 12s. 3d. to 13s. 3½d., W/G 16s. 2d., and W/W 17s. 9d. French was also firmer, with F/G held for 10s. 7d., W/G 11s. 4½d., and W/W 12s. 6d. WOOD.—Hankow in barrels on spot is steadier at 38s. 3d. per cwt.

French-German Bromine Trust

THE Deutsche Bromsyndikat, or bromine syndicate, recently concluded an agreement with the French producers of bromine products whereby sales of both will be conducted under a common agreement. A German cartel embracing German bromine manufacturers was in existence before the war, but in 1930 four new syndicates covering by-products of potassium production were reconstituted under a covering trust, the I.G. der Deutschen Kaliindustrie G.m.b.H., thereby establishing a uniform sales policy, including production quota allocations, with respect to bromine, rock salt, magnesium chloride and magnesium sulphate respectively. A contract entered into later prolonged the four syndicates from June 30, 1930, to June 30, 1935. During 1929 the production of bromine in Germany was 1,800 metric tons, and exports 233 metric tons, compared with 184 metric tons exported during 1923. Bromine is extracted from concentrated Alsatian potash liquors by at least two plants in France, and the output from this source increased to 230 metric tons during 1927 and, according to "Chimie et Industrie," could be doubled. The Société d'Alais Froges et Camargue can produce an additional 123 tons, placing the potential French output at more than 500 metric tons annually. As domestic consumption is around 220 tons a year, the exportable surplus may be as much as 300 tons.



Letters for this section should be written on one side of the paper only. Correspondents may adopt an assumed name for purposes of publication, but must in all cases furnish their real name and address to the Editor.

Pharmacy and Poisons Bill

SIR,—As your learned contemporary "The Justice of the Peace" very rightly points out, the provisions of the Bill are a menace, as they at present stand, to the integrity, the traditions and the privileges of the chemist. And more, an audacious attempt is made, in a "misconduct" clause, to blast his self-respect and ruin him financially, should any grounds external to his vocation, i.e., moral, be alleged, perhaps on the flimsiest of pretexts, against him. Loyalty is the expression of confidence, and I consider that our Society has been given a fair hearing and opportunity to win its spurs. The silence was observed, and it has now shot its bolt with its last-minute, hoped-for amendments. The chief provisions of this already notorious Bill are to be quietly accepted, while outside legal and local authorities are drawing attention to the outrageous principles involved in some of its clauses. Meanwhile, as a contemporary remedy for the past policy of pander to the big wholesaler and sanitary officer, a little, but determined band of colleagues, with no hopes of "inspectors' emoluments," has rolled into the snowball of opposition from inside. We ought to have had something like it years ago, when the Society "accepted," on our behalf, panel terms, which remain to this day a standing disgrace. With a last adieu to the "Bill": those who have to pay the piper should be allowed to call the tune. The thanks of every private chemist are due to the wonderful work of the C. & D. and the endeavours of Messrs. Clarke, McNeal, Humphrey, Laws and others.

Yours, etc.,

A. J. MERRIFIELD.

Chagford.

SIR,—The pharmaceutical weather has become more unsettled since last I ventured to address you on the topic of leadership. We have read in your past issues that the Government has a Pharmacy and Poisons Bill in the House of Lords, the Pharmaceutical Council had a draft Bill *in nubibus*, the Retail Pharmacists' Union disagrees with the Pharmaceutical Council over possible future fees, the Poisons Board suggestion is repudiated by the Executive of the Retail Pharmacists' Union, and, last but not least, there is a re-creation of the optical group to form a new association to oppose the lot. Well, well, we are getting on backwards and things are becoming worse confounded. I thought our leadership was sure; but there is a bad sign of flabbiness about, and even the vaunted conference of delegates was fed with unctuous platitudes. We still await the singleness of purpose likely to grip and urge us into positive and helpful activity. There is one thing sure which even the neo-associationists must accept: in this way battles are lost, not won. Yet, need the issues between us be so confusing? Are they not truly simple? The Pharmaceutical Council, as a statutory body, must do its utmost to come to an agreement with the Government; if it fails on essentials, its duty is to oppose the lot, and we shall all be happy until the next turn of the screw is made. The Retail Pharmacists' Union on fees, and even on the Poisons Board, has quite a straight path for moving forward. This body is unfettered and quite at liberty to promote amendments in committee when the occasion arises. Indeed, the plain duty of the Union from last week's note is to move an amendment substituting the Pharmaceutical Society's Council for the body defined as the Poisons Board in the Government Bill. That would be doing things indeed. The pathway of the neo-associationists is the simplest of all

—to oppose the second reading in the House of Lords and everywhere else. It may not be statesmanship, but we do not expect that; it is something "real good" to be "agin the Government." Only two of these moving bodies have something in common; whatever action they take must bear the stamp of responsibility and be rational. The third body, bless it! can oppose the lot, command the rising tide to stand still and damn the consequences. It is quite true, however, that out of this welter there could arise an orderly movement. The method of a draft Bill is ultra-stupid; it is nine months late. What our Council should do is not tinker about with a Government Bill, but present clear issues of amendment on which to seek agreement. I cannot but feel that if the policy had been that of presenting to the authorities the simple issues between us, we should have had a better chance of success. In any case, we should have known our differences and could estimate for ourselves the probable success of amendments in committee. If the prospects were too shadowy, there would be no need for the neo-associationists to tax themselves an additional 5s., for all the old associations would unite to oppose the Bill, in Lords and Commons, by every artifice known to politicians.—Yours, etc.,

C. SMITH (9/2).

SIR,—Nearly all has been said that can be said about this Bill, and chemists will soon have to make up their minds whether they are to resist it with all the power at their disposal, or whether, like other things in the past, it will go through by default. The last word has not been said, as Mr. Humphrey submits worth-while amendments. Mr. Humphrey always commands the serious attention of chemists, at the present time more than any other, because of his splendid articles on this wretched Bill, which have brought home to the chemist what a leap in the dark is about to be taken. Unfortunately he does nothing but shuffle the cards, when what is wanted is a new pack. Any Council with confidence in its policy would have asked for a vote of its members on the matter long ago. There are many chemists who have not grasped the full significance of this Bill yet, and it is in no spirit of antagonism that I ask Mr. Humphrey to meet me in debate on this Bill, but rather that others may be assisted. The only stipulation I would make is that the debate should be reported in full. [By whom?—EDITOR.]

Yours faithfully,

J. F. MCNEAL.

Amersham Common.

SIR,—Mr. Henderson (C. & D., January 24, p. 99) says that the constitution and powers of the Statutory Committee and the Poisons Board are not vital, yet in the next paragraph he says that it appears vital to define, within certain limits, the powers of the Secretary of State and of the Poisons Board; which does he mean? I consider his second thoughts are best. One point to which Mr. Henderson refers is a very important one, that is the clause dealing with the sale of poisons to any person for the purpose of his trade, calling, business, or profession; in the original draft it says that nothing in the provisions of the Act shall interfere with such sales, except as may be provided in rules under the Act, so that the exemption is about as wide as it can be. The circular letter of the R.P.U. deals almost entirely with the question of registration and the fees to be paid for it; it seems a pity to waste so much energy over a matter of £1 difference, when there are so many more important issues at stake.—Faithfully yours,

SHELVIT (2/2).

SIR,—The circular letter of the R.P.U. (C. & D., January 24, p. 101) gives figures of the income of the Pharmaceutical Society, and it certainly looks to the uninstructed member as though it were ample to provide for the inspectors to be appointed under the new Bill. But to my mind there has been, so far, no satis-

factory answer to the question, why should chemists pay for their own inspection? And why should such a figure as £3 be considered necessary? The fee for the registration of a business name is 5s. There are presumed to be approximately 10,000 chemists' shops in the country, so that a £3 fee would bring in £30,000 annually; how many inspectors are to be appointed for this, and what is to be their remuneration? It occurs to me that one of these inspectorships would be a far more comfortable and profitable job than running one of the pharmacies to be inspected, if only I knew how to get an appointment.—Yours truly,

WOOD B. (3/2).

SIR,—I am old enough to remember that when the examination fees were increased, many years ago, the ostensible object was to make the candidate pay for registration as well as examination. Since that time the cost of examination has been further increased. The "Bill" proposes that the pharmacist must pay double fees; thus the 15,000 pharmacists will be mulct in the payment of from £30,000 to £40,000, much of which will go to the maintenance of a body of "inspectors" acting under the Home Office. This preposterous proposition must be resisted to the uttermost. The trade must also concentrate on opposition to the section which is designed to widen the facilities for the purchase of poisons by the public. The long view ought rather to induce the Home Office to promote measures for stopping altogether the sale of poisons by unqualified vendors. This would be the true League of Nations line rather than extending the opportunities by which accidental deaths, suicides and murders are constantly occurring. The proposed "Poisons Board" is another proposal which should be resisted, as well as the setting up of a bureaucracy which would ultimately prove a terrible and useless incubus to the pharmacist. I welcome Mr. Clarke's movement and wish him every success.—Yours, etc.,

AN OLD RETAILER (11/2).

The British Pharmaceutical Association

SIR,—I shall be pleased if you will allow me to use your columns to inform all those chemists who are making inquiries that it is a physical impossibility for me to answer all communications regarding the new association, not having a staff at my disposal. The new association has been formed to protect the trade and professional interests of all British qualified chemists, and to oppose the Poisons and Pharmacy Bill introduced into the House of Lords in December 1930. The minimum subscription is 5s. The executive are now engaged in organising opposition to the Bill. Communications from all those chemists opposed to the Bill will be welcomed.—Yours faithfully,

J. F. MCNEAL, Hon. Sec.

Amersham Common.

Territorial Representation

SIR,—Whilst the clause dealing with "nominees to the Council," i.e., the three members which the Pharmacy and Poisons Bill will allow the Privy Council to nominate, was being discussed at the delegates' meeting in London on January 28, a strong case was put forward that both Scotland and Wales should have a definite number of the twenty-one seats, which the members of the Society will have to elect, allotted to them, and on my proposition a resolution was carried that the Council shall consider fully the question of territorial representation of the members of the Society of the three countries, England, Scotland and Wales. The president, on behalf of his Council, promised the meeting that this would receive careful consideration. This letter has been written with the object of giving publicity to this subject and to ask members to discuss same at their branch meetings. I respectfully suggest to the branches throughout the country that resolutions should be sent to the Council which, if they do not

more, will give an expression of opinion of the members on what I consider will be popularly accepted as an equitable method of direct representation.

Yours, etc.,

HUBERT B. FIGG.

Berkhamsted.

Proposed N.H.I. Dispensing in Hospitals

SIR,—In your issue of January 24 (p. 104) you refer to a meeting of the Lancashire Insurance Committee at which an application by a hospital for admission to the panel of chemists was considered. It was stated that any profits from the insurance dispensing would go to the funds of the hospital. The application was refused by the Lancashire Committee because they were advised by counsel that the hospital's memorandum of association was not drawn in such a way as to allow the hospital, under the Pharmacy Acts, to carry on the business of chemists and druggists. The terms under which persons can undertake insurance dispensing are set out in the Third Schedule of the Medical Benefit Regulations and are well known. It was surely, however, never contemplated by the framers of the Act or Regulations that the dispensing of prescriptions for the general public would, as a rule, be done anywhere else than in a chemist's shop. It was definitely laid down that this work should not ordinarily be done in a doctor's surgery. If dispensing for insured persons were to be done in a hospital dispensary, there are several conditions which would have to be satisfied which scarcely seem capable of being enforced. All these apparent difficulties could, of course, be overcome. A chemist's shop, built into the corner of a hospital block, could serve the public readily while also serving the internal needs of the hospital. But this suggestion that hospitals should undertake insurance dispensing for the general public is one that should receive the serious attention of the Retail Pharmacists' Union Executive. It is a menace to the retail trader which should be met at once. One wonders what the decision of the Lancashire Insurance Committee would have been if the hospital company's articles of association had been so drawn as to allow N.H.I. dispensing to be done there. Any company conforming to the Poisons and Pharmacy Act requirements can carry on the business of a chemist, and there therefore seems to be no reason why any large manufacturing firm should not run a pharmacy, in conjunction with its own business of piano manufacturing, producing wireless apparatus, or any other industry in order to dispense the insurance prescriptions issued to its own workpeople and for the service of the general public also.—Yours, etc.,

SOME HOPE (2/2).

Gift Schemes

SIR,—The epidemic of gift schemes seems to have spread to a quarter in which one would least expect it. Among the usual daily quota of circulars which fill my letter-box was one in which the words "free gifts" caught the eye of the "lady of the mansion." Knowing my opinions on coupon schemes, she saved it from the rest of the firelighters. It proved to be from the local "co-op." and besides an invitation to become a co-operator there was the added inducement that by introducing three new members I could obtain a pair of artificial silk stockings free. For the introduction of larger numbers of members there are gifts in proportion, ranging from cutlery to furniture, but the gift cannot be claimed until the new members have proved their worth by purchasing at least 5s. worth of goods a week for a month. What will the next variation of the free gift idea be? The suggestion of "B. R. A." (*C. & D.*, January 31, p. 137) that we should refuse to be made the medium of distribution of gifts, when these take the form of branded proprietary lines, is excellent; but it has the primary objection that it is impossible to get uniformity of action, especially among chemists.

Faithfully yours,

NON-CO-OP (9/2).

Legal Queries

H. B. (7/2).—The use of the title Formamint Tablets does not involve liability to medicine-stamp duty, provided the article complies with the new conditions regarding the sale unstamped by chemists of "known, admitted and approved" remedies—i.e., that the full formula, together with amounts, is duly disclosed on the label and also on the carton or wrapper, if any, together with the words "no proprietary rights are claimed in the preparation of this medicine."

J. M. P. (2/2).—If you wish to continue to sell your Bronchial Linctus unstamped it will be necessary to comply with the recent order of the Board of Customs and Excise, which was commented upon editorially in *THE CHEMIST AND DRUGGIST*, March 8, 1930, p. 300. Briefly, this requires the publication on the label itself and also on the carton or wrapper, if any, of the complete formula, together with amounts, and the words "no proprietary rights are claimed in the preparation of this medicine." The reference "P.F.I." is no longer regarded as a sufficient disclosure of the formula.

A. F. (5/12).—It has always been held in income tax law that the wife's income is also that of the husband. He can, therefore, be held liable for income tax due on her property after her decease. No more than six years' arrears can legally be assessed in respect to innocent mistake. After a person dies assessments can only be made within three years following the tax year that included the date of death. This does not mean that they are precluded from going back six years. It does mean, however, that they can only assess the executor within three years of the date of death for any arrears.

Subscribers' Symposium

For interchange of opinion among "C. & D." readers and brief notes on business and practical topics.

Formula Wanted

I am asked for "Abramelian" oil, which I believe is an Indian anointing oil for rubbing in, and is supposed to be composed of cinnamon, myrrh and galangal, with olive oil. The price is about 6s. to 10s. per oz. retail. What is the formula?—*J. R. T. (11/2).*

Appreciations

Although day after day I have allowed the immediate tasks to prevent me answering your very kind and helpful letter, I want to say more than "thank you." You have gone very much farther than I could have dared to hope in your efforts to be helpful, and the result has been educational to me.—*W. T. G. (2/2).*

The End of a Perfect Day

A Scottish chemist just before the closing hour recently was asked to render first aid to a boy who had swallowed a marble; then for a remedy for a kitten which had endeavoured to swallow a needle and thread; then the phone rang and a deep baritone (believing he was talking to the exchange) requested to be put through to the slaughter-house!—*L. H. H. (9/2).*

Colossal!

SIR,—The other day a woman came into my shop to ask if I could let her have a stamp. As she came in she dropped a bottle on the doorstep. She made no apology or attempt to remove the mess. When she had gone I had this cleared up, and found that it was cod-liver oil obtained from a clinic. Might I ask if it would be proper to mention the matter to her if I see her again, or is this another case of the customer always being right?—*A. W. Hands, Birmingham.*

Miscellaneous Inquiries

When samples are sent particulars should be supplied to us as to their origin, what they are, what they are used for, and how. We do not undertake to analyse and report upon proprietary articles nor to publish supposed formulas for them.

A. F. B. (29/1).—SCOUR POWDER FOR CALVES.—A pinkish powder composed, according to analysis, of calcium carbonate with a little sulphur, coloured with Armenian bole.

PHENACETIN (30/1).—ASTHMA POWDER.—This is a white crystalline powder responding to the characters and tests for benzocaine. There may be a very small quantity of a second body.

R. C. T. (30/18).—TESTING HARDNESS OF WATER.—The standard soap solution employed for this purpose is prepared as follows:—About 7 gm. of the shavings of Castile soap is dissolved in 500 c.c. of a mixture of 2 vols. of alcohol with 1 vol. of distilled water. Filter off the insoluble matter, and dilute the soap solution with half its volume of water. A portion of this solution is then further carefully diluted with a mixture of 2 vols. spirit and 1 vol. water until 7.8 c.c. are required to form a permanent lather with a mixture of 25 c.c. of the standard calcium chloride solution (prepared by dissolving 0.2 gm. of Iceland spar in dilute hydrochloric acid, and, after driving off excess of acid on the water-bath, making up to 1,000 c.c. with distilled water) and 25 c.c. of distilled water. The solution is used as follows:—50 c.c. of the water is measured into an 8-oz. stoppered bottle, which is then violently agitated and the air sucked out by means of a glass tube to remove any carbon dioxide which may be given off by the water. A standard solution of soap (ut supra) is then added in diminishing quantities not exceeding 0.5-0.10 c.c. at a time, even at first violently shaking after each addition, until the froth produced remains unbroken over the surface for a period of five minutes when the bottle is placed at rest on its side. The quantity of calcium carbonate corresponding to the volume of soap solution employed can then be ascertained by reference to the empirical table given below:—

Table of hardness in parts per 100,000, 50 c.c. of water being used.

C.c. of soap solution	CaCO ₃ per 100,000	C.c. of soap solution	CaCO ₃ per 100,000
2.0	1.95	8.0	10.30
3.0	3.25	9.0	11.80
4.0	4.57	10.0	13.31
5.0	6.00	11.0	14.84
6.0	7.43	12.0	16.43
7.0	8.86		

W. B. F. (8/8).—OBESITY TABLETS.—These tablets, although well made and coated, appear to contain nothing whatever except sodium sulphate. In particular, there is no organic matter and no iodine compounds.

Retrospect of Fifty Years Ago

Reprinted from

"The Chemist and Druggist," February 15, 1881

Poisoning on the Stage

In Tennyson's new play, "The Cup," Mr. Irving, as Synorix, after swallowing the fatal draught, says:—

I pray you lift me
And make me walk awhile; I have heard
These poisons may be walked down.

No one is better qualified than Mr. Irving to try the experiment of walking them down; but even he fails at it, and soon after dies in stage convulsions. Miss Ellen Terry, who takes a dose of the same poison, dies a little later in calm and peace. A curious proof of the care with which our great actors study their parts.



[Commenced C. & D. July 5, 1924]

Test Solutions.—Reagents used in qualitative analysis should be made up of known definite strength, and the strength should be indicated on the bottles. It is an advantage that reagents should have a uniform strength, i.e., equal volumes should possess equal chemical values, or be chemically equivalent. When this is not possible or desirable the strength should bear some simple ratio to the equivalent strength. For qualitative analysis it is sufficient if reagents bear a rough approximation to the exact strength, as exactness in any way comparable to that required in making up the standard solutions used in volumetric analysis is not necessary. It is impossible to have all reagents chemically equivalent owing to solubility, and some would be inconveniently dilute. For qualitative analysis a convenient strength for the common acids and alkalis is 5.N. Other reagents, such as are used for special tests, are conveniently prepared of normal strength, while others, which for special reason (e.g., solubility, calcium sulphate) or delicacy of reaction (e.g., ammonium thiocyanate for the detection of iron salts), are prepared more dilute. A system of standard test solutions for use in qualitative analysis was devised by Reddrop in 1890, who employed the letter E (equivalent) instead of N (normal) in his system, but for reasons of uniform nomenclature the term "normal" is perhaps the better. Directions for the preparation of test solutions are given in the appendix to Newth's Chemical Analysis, and in other works on analytical chemistry.

Tetrachlorethane, acetylene tetrachloride, CHCl_2 , is a non-inflammable, colourless liquid, of sweet smell, s.g. 1.62, b.p. 144°C . It is a solvent of fats, oils, resin, rubber, and is used in the artificial silk and lacquer industries. It is soluble in alcohol and ether, and is prepared by the action of chlorine on acetylene in the presence of iron as catalyst.

Tetrachlorethylene, perchlorethylene, carbon dichloride, $\text{CCl}_2 : \text{CCl}_2$, is a colourless liquid, s.g. 1.608, b.p. 119°C , insoluble in water, but soluble in alcohol. It is produced by the action of chlorine upon ethylene, and is a solvent, and for cleaning purposes.

Tetraform.—This is a trade name for carbon tetrachloride purified for internal use.

Tetralin, tetrahydronaphthalene, C_{10}H_8 , a liquid hydrocarbon of pungent odour, prepared by the hydrogenation of naphthalene in presence of a catalyst at 150°C , b.p. 205°C , s.g. 0.98, flash point 79°C . It is used as a solvent of waxes, resins, rubber; as a substitute for turpentine in varnishes and polishes; and for removing printer's ink from old paper.

Thallium, Tl, atomic weight, 204.39, is a rare metal of the gallium-indium family, bluish-white, s.g. 11.85, m.p. 301° , b.p. 1280°C , insoluble in water, but soluble in nitric and sulphuric acids. It was discovered in 1861 by Crookes, and so named because of its green spectral lines (Greek, *thalein*=green). It forms two series of compounds, and has a valency of one and three, two series of compounds, thallos Tl^+ and Tl^{++} being formed.

Thallium Acetate in Ringworm.—During the last few years thallium acetate has been used, in combination with a fungicidal ointment, in cases of ringworm; the optimal dose is estimated to be about 8 milligrams per kilo of body weight. Cases of fatal poisoning with thallium acetate have drawn attention to the highly toxic nature of this salt. It follows that considerable precaution is necessary in its use; it is regarded as unsafe in the

case of children over five years of age, and patients are preferably kept in bed for a time after the initial dose has been given.

Thallium Glass is a variety of flint glass in which lead is replaced by thallium. It has a high refractive index.

Thallium Salts are all accumulative poisons. There are two oxides, thallos oxide, Tl_2O ; and thallic oxide, Tl_2O_3 , a dark red powder insoluble in water, formed when the metal is melted in the presence of air. This is used in manufacture of flint glass and artificial gems. The oxides TlO , Tl_2O_5 also exist. Thallium hydroxide, TlOH , is a pale yellow powder soluble in water, alcohol or ether. Thallic hydroxide, $\text{Tl}(\text{OH})_3$, is a white powder insoluble in water, but soluble in acids and ammonium salts. Thallium ozone paper is filter paper impregnated with a solution of thallium hydroxide. It is coloured brown by ozone. Thallium alcoholate, $\text{TlO.C}_2\text{H}_5$, = 249.4, is a saturated alcoholic solution of thallos oxide. It has s.g. 3.55, and is the heaviest liquid known, excepting mercury. Organic compounds of the type R_2TlX are known (R =alkyl). Halogen compounds are known. Thallos chloride, TlCl , forms colourless crystals; thallic chloride, $\text{TlCl}_3 \cdot \text{H}_2\text{O}$, is a colourless deliquescent powder. Thallos and thallic bromides, TlBr and TlBr_3 ; and iodides, TlI and TlI_3 , are also known. Thallos nitrate, TlNO_3 , forms colourless rhombic crystals, soluble in water and alcohol. It is used as an indicator and reagent, and in pyrotechnics to make green fire. A number of other salts is known which are of lesser importance.

Thames Valley District Pharmacists' Association.—Formed in 1903 as the outcome of a meeting of the chemists of Richmond, Twickenham, Kingston, Brentford and neighbouring places. Formerly called the Thames Valley Chemists' Association. The first president was Mr. Alfred Higgs, J.P., who occupied the same position at the silver jubilee dinner in 1928.

Thebaine, paramorphine, $\text{C}_{10}\text{H}_{21}\text{O}_3\text{N}$ =311.3, is an alkaloidal base, and is morphine in which both phenolic and alcoholic hydroxyls are methylated. It forms white glistening prisms, m.p. 193°C , slightly soluble in water, and soluble in alcohol or ether, benzene and chloroform. It is very poisonous.

Theobroma Oil.—Oil of theobroma, or cocoa butter, is a solid fat obtained by expression from the seeds of *Theobroma cacao*, a native of Mexico, South America, and the West Indies. It is obtained as a by-product in the manufacture of cocoa, as the beans contain more fat than would be palatable in the edible product. It occurs in commerce in blocks, usually moulded, of a pale yellowish colour, becoming white on long keeping. It has a characteristic odour, resembling that of chocolate. It becomes rancid on keeping, but this tendency is less marked than in the case of most fats. It has the following characters:—Specific gravity, 0.990 to 0.998; melting point, 31° – 34° ; saponification value, 188 to 195, and iodine value, 33 to 38. It consists of the glycerides of stearic, palmitic and oleic acids, with small quantities of those of arachidic, linoleic, and other fatty acids. Apart from its use in the manufacture of chocolate fillings and the like, oil of theobroma is used in pharmacy for the preparation of suppositories, bougies and pessaries.

Thermal Units.—See British Thermal Units.

Therapeutics.—T. Lauder Brunton briefly defined therapeutics in 1893 as "a knowledge of the uses of medicines in disease." The Sydenham Lexicon (1899), in giving a similar definition, adds that the term is occasionally used to include all treatment, dietetic and hygienic. The word is taken practically untouched from the Greek; it is found in English as early as 1541 in the singular, but not till 1671 in the plural.

Therapeutic Substance Act.—The Therapeutic Substances Act received the Royal Assent on August 7, 1925. It came into operation on August 6, 1927, except for certain Regulations as to labelling, which became effective on February 6, 1928. The Act, which applies to Great Britain and Northern Ireland, regulates the manufacture, sale, and importation of vaccines, serums

The C.&D. Commercial Compendium

and other therapeutic substances. Section 1 defines such substances as "being substances the purity or potency of which cannot be adequately tested by chemical means." The Schedule to the Act mentions vaccines, serums, toxins, antitoxins, antigens, salvarsan and analogous substances, insulin, and preparations of posterior pituitary lobe. The Regulations, a summary of which was printed in *THE CHEMIST AND DRUGGIST*, 1927, I, 499 *et seq.*, prescribe methods of testing for the required standards of potency. Prior to the passing of the Act individual standardisation had been carried out by manufacturers, or in some of the larger hospitals. While the Bill was being discussed in Parliament, the Council of the Pharmaceutical Society decided to establish laboratories at the Society's headquarters for research and testing in connection with therapeutic substances; these were opened by the Minister of Health (the Rt. Hon. Neville Chamberlain), on June 16, 1926. The Minister is the licensing authority for England and Wales; in Scotland the Department of Health acts in the same capacity; and in Northern Ireland the Minister of Home Affairs has charge of the licensing arrangements. A committee consisting of the Minister of Health (chairman), the Secretary for Scotland, and the Minister of Home Affairs for Northern Ireland is the administrative body.

Theriaca.—The introduction of theriaca is attributed to Andromachus, a physician of the Roman Emperor Nero; for several centuries a preparation containing many ingredients was sold under this name, and it was so much esteemed that in some instances the place of its origin was indicated on the container, particularly if it came from Venice or some other city of pharmaceutical reputation. The Greek derivation indicates that at first theriaca was regarded as an antidote against a venomous bite. It appeared in the London Pharmacopœia as late as 1746, although in the previous year a scathing exposure of its fortuitous composition had been written by Dr. William Heberden. As might have been expected in the case of a confection containing so many ingredients, it was used in numerous complaints. The formula for a modern substitute is given in "Pharmaceutical Formulas," p. 80.

Therm.—Name given to statutory unit of heat adopted for the sale of lighting gas in terms of its calorific value.

Thermostat.—A thermostat is a device for automatically maintaining a constant temperature, and varieties are available for use with electrical, gas, or oil heating appliances. Electrical thermostats usually operate by means of the thermal expansion of a metal rod. The rod is placed in the oven or bath which it is required to maintain at a constant temperature, its lower end being fixed while the other end is attached to a lever which makes or breaks the current to the heating coils. By adjusting the distance through which the lever must be moved to make this contact, the thermostat can be made to operate at any desired temperature over a wide range. Another type of thermostat utilises the alteration in the vapour pressure of a volatile liquid which accompanies change of temperature. This type is employed where accurate regulation to a definite temperature is required, as in electrically-heated incubators. For temperature regulation where gas is the source of heat, the thermal expansion of liquids is utilised. In one form, gas is conducted through the upper part of a glass tube, the lower end of which consists of an elongated bulb containing mercury. The quantity of mercury is adjusted so that at the required temperature its volume is sufficiently great just to close the gas exit tube. In order to prevent complete extinction of the gas burner when the desired temperature is attained, a by-pass is provided which supplies sufficient gas to the burner to keep it alight. In some forms of the instrument, adjustment of the quantity of mercury is facilitated by the provision of a side tube to act as a mercury reservoir, which is controlled by a piston and spiral screw arrangement. Similar devices are used for oil-heating appliances.

Thermometers, Display.—Once or twice a year it is worth while to arrange a special window display of both household and clinical thermometers. A small side window would provide ample space for such a display. Showcards pointing out the practical advantages of having a thermometer in the house might be used with advantage, and thought-provoking questions, like "What is normal healthy temperature? What is blood heat? At what temperature do you have your bath?" and so on, shown on a plain white showcard in a conspicuous position would have the effect of emphasising the importance of a thermometer as a household necessity. Clinical thermometers specially designed for family use should have a special position as most likely to appeal to the general public, and the simplicity of their use should be emphasised. For chemists with only one window a small central display with a white background would have the same effect of directing special attention to thermometers, or, alternatively, one shelf in a showcase inside the shop might be devoted to thermometers for one week. Another way of emphasising their importance to the household would be to give up the window entirely to a display of household remedies and medical and first-aid accessories, and to see that thermometers occupy a proportionately prominent position.

Threshold of Shop.—Literally, the threshold is the piece of wood or stone beneath the shop door, but in the nomenclature of shop construction it has a wider significance, for shop lobbies are planned to-day with psychological as well as aesthetic principles in mind. The shop door is usually recessed, so that facilities are provided for a return window on one or both sides of the lobby, and the customer having in effect crossed the threshold of the shop on stepping from the public footway into the lobby, is more than half-way inside, and the act of pushing open the shop door and making a request for a given article involves much less conscious effort. Shop lobbies are now made more attractive by good lighting and the use of non-slip materials on the floor which provides a grip for the feet, and a restful relief from the slippery pavement or forecourt in wet weather. Just inside the shop threshold it is customary to have a mat well, into which fits a coir or rubber mat embossed or painted if so desired with the chemist's name or initials. For small pharmacies with domestic premises in the rear, an electric bell can be arranged in contact with a small metal disc beneath the mat; above the disc a flat board or piece of plywood is fitted about the size of the mat, which is so balanced on a curved metal spring that immediately a customer's foot touches the mat the spring presses the disc and rings the bell. Alternatively, a similar arrangement can be fixed in the joint of the door, so that the bell rings immediately the door is pushed open. This is considered preferable by some traders because it serves as an alarm in the event of a raid on the shop, for being fitted on the hinge side of the door, it is impossible to prevent contact, whereas with the doormat pressure contact can easily be avoided by stepping over the mat. It is generally advisable to avoid steps at the shop threshold as they are likely to trip up unwary customers, and may also have the effect of causing that momentary check which is often the influencing factor in causing a hesitating customer to make a negative decision. In certain classes of buildings, however, it is impossible to avoid the use of a step—the shop on the side of a hill, for example. Brass noses kept well polished; illuminated panels in the riser of the step; or a neat card, hanging sign, or lettering on the window-riser near the doorway informing customers of the existence of the step (and thus taking their entry for granted) will generally be sufficient to prevent accidents.

Thrush.—(1) A parasitic stomatitis caused by *Saccharomyces albicans*, characterised by white vesicular spots in the mouth and throat, on the lips and on the tongue; chiefly found in young children. Glycerin of borax or glycerin of boric acid is the usual application. (2) In horses, an inflammation of the lower surface of the frog of the hoof, characterised by a fetid discharge.

Roboleine

THE FOOD THAT BUILDS THE BODY

FROM FEBRUARY 1st, 1931

SPECIAL TRADE DISCOUNTS
will be allowed ON ALL
DIRECT ORDERS *as under—*

5%	off invoice on	£3	orders	} carriage paid
7½%	„ „	£5	„	
10%	„ „	£10	„	

OPPENHEIMER, SON & CO., LTD.
Handforth Laboratories,
CLAPHAM ROAD, LONDON, S.W.9



ZINC OXIDE

*The Purest
Pharmaceutical
Zinc Oxide on the market
the standard of purity being*

99.99%
A Genuine British Product

FULL PARTICULARS AND
COMPETITIVE PRICES.
FROM THE MANUFACTURERS.

Felling Zinc Oxide Co.

**Felling-on-Tyne
Newcastle-on-Tyne**



Quicksilver

Mercurio Europeo

which owns the QUICKSILVER Mines of

MINAS DE ALMADEN	-	-	-	Madrid
MONTE AMIATA S.A.M.	-	-	-	Roma
R. MINIERA DI IDRIA	-	-	-	Trieste
STABILIMENTO MINERARIO DEL SIELE				Leghorn
SOCIETA MERCURIFERA ITALIANA				Roma

SOLE IMPORTING BUYERS

*(for Great Britain, Northern Ireland,
Irish Free State, and the British
Dominions of Australia, New
Zealand, South Africa and British
Guiana)*

IMMEDIATE SUPPLIES FROM STOCK

Roura & Forgas

14 Seething Lane, Great Tower St., London, E.C.3
Royal 2315

also at Liverpool and Edinburgh

May we quote you for—

GLAUBER SALTS B.P.

Pea Crystal and Feathery

EPSOM SALTS B.P.

Needle Crystals, Medium, Exsiccated

Special Crystals matched and any degree of exsiccation
to order. Packed for Home and Export.

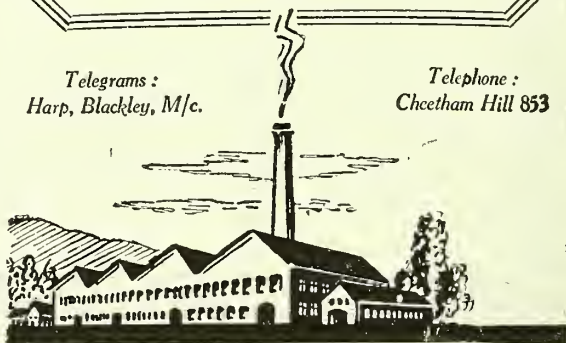
LIQUOR FERRI PERCHLOR FORT. B.P.

HARRIS, HART & Co. Ltd.

MOSS HOUSE CHEMICAL WORKS, BLACKLEY.
MANCHESTER.

Telegrams :
Harp, Blackley, M/c.

Telephone :
Cheetham Hill 853



ALKALOIDS

Fine Chemicals Opium Derivatives

ALOID	DIAMORPHINE	LEPTANDRIN
ATROPINE	EMP. CANTH. LIQ.	MORPHINE
BISMUTH SALTS	EPHEDRINE	OPIUM
CAFFEINE	ERGOTIN	PODOPHYLLIN RESIN
CANTHARIDIN	ESERINE	SALICIN
CAPSICIN	ETHYLMORPHINE	SANTONIN
CHLOROFORM	GINGERIN	SCAMMONY RESIN
CHRYSAROBIN	HYOSCYAMINE	STRYCHNINE
CODEINE	JALAP RESIN	VERATRINE

Goods covered by Dangerous Drugs Acts offered subject to all regulations.

T. & H. SMITH L^{TD}

BLANDFIELD WORKS : 25 CHRISTOPHER STREET : 32 & 34 VIRGINIA STREET
EDINBURGH. : LONDON, E.C.2. GLASGOW

ESTABLISHED 1827

GLYCERINE

The chemically pure glycerine supplied by us is guaranteed to comply with all the requirements of the Food and Drugs Act and the British Pharmacopoeia,

PRECIPITATED CHALK.	Finest and lightest also heavy grades
COD LIVER OIL.	(Finest Lofoten.)
CASTOR OIL.	OLIVE OIL.
DECOLORISING CARBON	
PERSULPHATES :	Ammonium, Potassium & Sodium.

HALLER & PHILLIPS, LTD. (Established as GEO. HALLER & CO. in 1878.)
Mildmay Chambers, 69 Bishopsgate, London, E.C.2
Phones : London Wall 4456/7. Tel. Add.: "Haloid, Stock, London."

HOPKIN & WILLIAMS

LTD.

FINE CHEMICALS

16 & 17 Cross Street,
Hatton Garden, E.C

EPSOM SALTS

Commercial and B.P. Qualities
also Powdered

Glauber's Salt

Commercial and B.P. Qualities
and Desiccated

Zinc Sulphate

Commercial and B.P. Qualities

Zinc Chloride

Fused, Granulated and Liquid

**WILLIAM
BLYTHE
& CO., LTD.**

Holland Bank Chemical Works

**CHURCH
LANCASHIRE**

Hyposulphite
of Soda *Pea Crystals*

Lead Arsenate
Paste and Powder

Precipitated
Sulphur

WEED KILLER

*A list of our general Technical
Chemicals sent on application*

ALKALOIDS



SANDOZ

STRYCHNINE

Chemical Works formerly Sandoz,

Basle (Switzerland)

Sole Concessionaire: H.W. BRAUN, 16, Water Lane, Great Tower St.,
London, E.C.3.

EPHEDRINE "SANDOZ"

Please apply for particulars

TO PHARMACISTS OF THE NORTH WE OFFER

PROMPT SERVICE: KEEN PRICES: SOUND QUALITY, AND FREQUENT MOTOR VAN
DELIVERIES IN THE TYNE, WEAR AND TEES AREAS.

BRADY & MARTIN, Ltd. Northumberland Rd., NEWCASTLE-ON-TYNE



DUTCH DROPS

The Original HAARLEM OIL

Also in Capsule Form.

We are Sole Distributing Agents for the British Isles, British
Colonies, Scandinavian Countries, Spain and South America.

BROOK, PARKER & CO., LTD., BRADFORD

Class Villy


CACHETS "FINOT"

(White or Coloured)

With inscriptions in any desired
tint; also Plain or Embossed."A distinction all their own."—C. & D.
"Perfection of Cachets."—Lancet.These Cachets are especially adapted for Headache, Neuralgia
and other powders.COOPER SON & CO. LTD., 80 Gloucester Road, SOUTH KENSINGTON.
In 17 Sizes to fit the various types of Cachet Machines.

WHOLESALE MANUFACTURERS OF

TABLETS

PILLS

CAPSULES

WRITE FOR QUOTATIONS AND LIST
PRIVATE FORMULÆ A SPECIALITY

HOWARD LLOYD & CO., LTD., LEICESTER

BOOTS PRODUCTS in MODERN THERAPY

REINFORCED COD LIVER OIL—BOOTS
BENZAMINE — BOOTS, AND SALTS
FLUID LIVER EXTRACT — BOOTS
GONOCOCCUS VACCINES—BOOTS
PITUITARY EXTRACT — BOOTS
MEDICINAL GLUCOSE — BOOTS
HEXYL-RESORCINOL — BOOTS
LIVER EXTRACT — BOOTS
ACRIFLAVINE — BOOTS
CHLORAMINE-T — BOOTS
CHLOROFORM — BOOTS
EPHEDRINE — BOOTS
QUINANIL—BOOTS
INSULIN — BOOTS
C H O L U M B R I N
S U L P H O S T A B
B I S M O S T A B
S T A B I L A R S A N
T H I O S T A B
O R A R S A N
O L I V I T A
V I U L E S

Address all enquiries to:

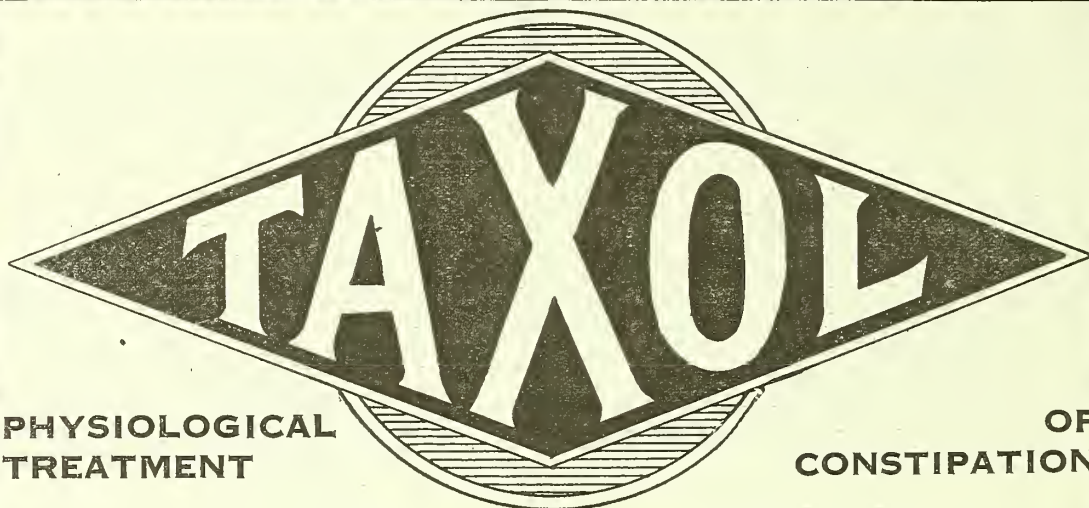
WHOLESALE & EXPORT DEPT.
BOOTS PURE DRUG
COMPANY LIMITED

Manufacturing Chemists & Makers of Fine Chemicals
NOTTINGHAM — ENGLAND

Tel: Nottingham 45501

'Grams: "Drug," Nottingham

Cables: "Drug," Nottingham, England

PHYSIOLOGICAL
TREATMENTOF
CONSTIPATION*Its use does not lead to habit*COMPOSED OF EXTRACT OF THE INTESTINAL GLANDS, BILIARY EXTRACT,
AGAR-AGAR, AND LACTIC FERMENTS.**DISPLAY TAXOL** on your Counter

FROM ALL WHOLESALERS.

PREPARED BY:

LABORATORIES LOBICA
47 AVENUE DES TERNES
PARIS (17E)

DISTRIBUTORS IN BRITISH ISLES:

Continental Laboratories, Ltd.
30 Marsham Street, London, S.W.1
Victoria 2041; and Telegraphic Address: "Taxolabs, Sower, London"

SOLAZZI

Liquorice Juice

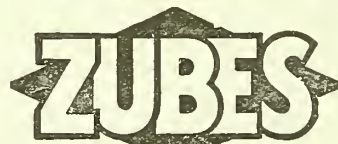
The Chemist's Brand.

Should any enquiries as to the composition of SOLAZZI be received from the Public, Chemists are requested to emphasise the fact that SOLAZZI is not included in the category of Secret Remedies, and that the following guarantee obtains with every parcel.

Solazzi Juice is

guaranteed to consist entirely of the condensed extract of finest Calabrian Liquorice Root, without any admixture whatever

FOR THROAT AND CHEST

**Vigorous Press Advertising**
Excellent Assured Profits**F. W. HAMPSHIRE & CO. (1927), LIMITED, DERBY***"Multum in Parvo."*

"VAPOFORM" Disinfectant

Regd.

For disinfection of
Rooms,
Confined Spaces, &c.for HOME
and HOSPITALHas no injurious effects
whatever on Furniture,
Utensils, &c.Small size, capable of disinfecting
1000 to 2000 cubic ft., 8/6 per doz.Large size, capable of disinfecting
3000 to 6000 cubic ft., 13/- per doz.

Sole Proprietors—

HARKNESS, BEAUMONT & CO., LTD.
Wholesale Chemists, EDINBURGH.

DeVilbiss

ATOMIZERS AND PERFUME SPRAYS

IMPORTANT

- The DeVilbiss Co., Ltd., of West Drayton, Middlesex, and 27 Old Bond Street, W.1, beg to announce that a merger has been arranged with the Aerograph Co., Ltd., of 43 Holborn Viaduct, London, E.C.1, and after March 2, 1931, the Aerograph Co., Ltd., will become Sole Distributors of DeVilbiss Atomizers in the United Kingdom and the Irish Free State.
- This arrangement will ensure better and quicker service to all stockists of DeVilbiss Atomizers, as comprehensive stocks of all types will be held at the large new Factory and Warehouse which the Aerograph Company have built at Lower Sydenham, London, S.E.26. All types will be on view at 43 Holborn Viaduct — right in the heart of London — also at the Provincial Branch Offices of the Aerograph Co., Ltd., in Birmingham, Glasgow, Manchester and Bristol.
- From March 2, 1931, please address all inquiries for DeVilbiss Atomizers to :—

AEROGRAPH CO. LTD.
THE INVENTORS & PIONEERS OF SPRAY PAINTING

43 HOLBORN VIADUCT
LONDON, E.C.1

WE ARE
MAKING
THIS OFFER
TO THE
PUBLIC



WE ARE
MAKING
THIS
EQUALLY
ATTRACTIVE
OFFER
TO YOU

These special two-in-one packages are offered to you at thirteen-to-the-dozen. You receive 19/6 and pay only 13/6. Your profit is Guaranteed. Shown with the special arrow showcard supplied, they sell on sight. The offer is open only for a few weeks, during which a large sum is being spent in the National press. Order at least one box now from your wholesaler.



PRUNOL

THE GREAT FRUIT REMEDY

PRUNOL PRODUCTS LIMITED
21 COCKSPUR STREET LONDON S.W.1

SPUNTHE
OINTMENTS
OF**DISTINCTION****WE** can't make you buy
the finest Ointments—**BUT** we can make the
finest Ointments for you
to buy.**FAMOUS FOR 25 YEARS**

EVERY REQUIREMENT OF THE PHARMACIST CATERED FOR.

NURSERY POWDER. LYSOL. HYDROGEN PEROXIDE. MALT AND OIL. EMULSIONS.
BATH CRYSTALS, etc., etc.Telephone: HOP 2422
(Two lines)Telegrams:
"USHENSPUNA,
LONDON."**ROBERT BLACKIE**SHEN WORKS,
TOWER BRIDGE RD.,
LONDON, S.E.1.

AGENT FOR IRISH FREE STATE A. S. CRAIG, 17 COPE STREET, DUBLIN

Dr. BENGUÉ'S BALSAM

RHEUMATISM, NEURALGIA, GOUT.

Dr. BENGUÉ'S ETHYL CHLORIDE.

Dr. BENGUÉ'S DRAGÉES.—EUPURGO.
PULMO (BAILLY).—FORXOL.—OPOBYL.
ANESTILE.—NARCOTILE.—HEMOSTYL.
LIPIODOL.—ARHEMAPECTYL.—IODEOL.
NEOPANCARPINE.—MUSCOL.—GUIPSINE.
MENATOL.—VIVOLEOL.BENGUÉ & CO., LTD., MFG. CHEMISTS,
24 FITZROY STREET, LONDON, W.1.***The Profit's the thing***

A steady profit is assured if you stock

CONSTIPONThe demand is good, and
sales are increasing daily.

TABLETS per box 3d., 6d. & 1/-

Stocked by Scottish Wholesale Druggists.

CONSTIPON

65 West Regent Street, Glasgow.

AN OLD-FASHIONED—BUT REALLY EFFECTIVE
remedy for **COUGHS, COLDS, IN-
FLUENZA** and **BRONCHIAL** troubles.**Licoricine**
ACTS LIKE MAGIC

Prices 10½d., 1s. 3d. and 3s.

MANDALL & CO. Ltd., 17/23 Stepney Rd., Newcastle-on-Tyne.

LIVERPOOL BRANCH: 130/132 RICE LANE, LIVERPOOL (Telephone: 59 Walton).

Distributing Depot for Lancashire and Cheshire.

TERMS.

10½d. size, 8/6 per doz.

1/3 " 12/- "

3/- " 27/- "

Less 5% dia. on £6 orders.

Carriage paid on orders of
£2 and over.



The 'Aspro' Review



17% Extra Profits.

"British to the Core"

New Series Display Features.

Ads. That Will Still Further Push 'Aspro'

Sales Ahead This Winter

WE illustrate in reduced form some of the advertisements that will be appearing in the leading newspapers throughout the British Isles during the coming months. They will help sales to forge still further ahead and an increased share will come to your counters if you will give 'ASPRO' display features prominence in your windows, and on your counters.

How To Link Up With The Largest Publicity Campaign Of Its Kind In The World

ASPRO Limited spend thousands of pounds annually in the form of window stickers—displays—giant cartons—paper bags, etc., and the Chemist who measures the value of displaying these features is obtaining the maximum pulling power of a newspaper advertising campaign that is the largest of its kind in the world.

It is for this reason that we urge Chemists to complete the link in the chain of distribution by placing the window sticker on their windows and by keeping continual display features in their windows.

Such action can only result in an increased sale of 'ASPRO' and enable the buying of 'ASPRO' on bonus terms which means an additional profit of over 3s. in the £. We welcome suggestions, and requests for any display features will receive immediate attention.

'Aspro' consists of the purest Acetyl-Salicylic Acid that has ever been known to Medical Science and its claims are based on its superiority.

Made by ASPRO LTD., Slough, England.

Agents: GOLLIN & CO. PTY., LTD., 'Aspro' Dept., SLOUGH, BUCKS.

Phone: Slough 608.

And Don't Overlook Buying 'ASPRO' On Bonus Terms To Make An Extra 17% PROFIT

No proprietary right is claimed in the method of manufacture or the formula.

ASPRO
REG. TRADE MARK



May we call yourattention to:—**PETROLAX** (BROWN CARTON)

(REGISTERED TRADE MARK)

THE IDEAL PARAFFIN AND AGAR-AGAR EMULSION

PETROLAX COMPOUND

(RED CARTON)

A COMBINATION OF PETROLAX AND PHENOLPHTHALEIN

PETROLAX ALKALINE

(BLUE CARTON)

A COMBINATION OF PETROLAX AND MIST. MAGNES. HYDROXIDI

*Note the Prices:—*RETAIL 2/- (Nominal $\frac{1}{2}$ lb.) 14/- doz.

„ 3/6 („ 1lb.) 24/- „

„ 6/- („ 2lb.) 44/- „

Stocked by the leading Patent Houses, or direct from the *SOLE MANUFACTURERS:—***C. R. HARKER, STAGG & MORGAN, LTD.**

Mile End, London, E.1


**Blackwell, Hayes & Co.**
LIMITED**For 50 YEARS**

Specialists in

FLAVOURS*Fruit Essences and
Harmless Colours**Bulk or Packed*ALL PRODUCTS GUARANTEED TO
CONFORM TO THE FOOD & DRUGS ACT**MOOR STREET & ALBERT STREET
BIRMINGHAM**

Phone : Central 1267.

Wires : "Blackelaze, B'ham."



PEPS
BRAND
SELL WELL
FOR
THROATS & 'FLU

C. E.
Fulford
Ltd.
LEDS

A SPLENDID SELLER!

Dr. Lalor's Phosphodyne is not a new line; it has been held in high esteem in all parts of the world for more than sixty years.

The finest remedy for **DEBILITY, NERVOUS EXHAUSTION, LOSS OF APPETITE, MALARIA, MENTAL and PHYSICAL LASSITUDE, NEURALGIA, SLEEPLESSNESS.**

Dr. LALOR'S

Phosphodyne**HOW ARE YOUR STOCKS?**Dr. LALOR'S PHOSPHODYNE LABORATORY
71 Parliament Hill Passage, Hampstead, N.W.



Antiphlogistine

HUMAN & VETERINARY

£5 Orders give 33 $\frac{1}{3}$ % net Carr. Pd.

The Denver Chemical Mfg. Co., London, E.3

(Inc. U.S.A. Liability Ltd.)

Trade

“HEPATAGEN”

Mark

(MIST. HEPATICA CONC. HEWLETT)

Composition: Ext. Cascara, Ext. Rhei, Jalapin, Podophyllin, Cocainæ Hydrochlor., 1-20th gr. in each fluid drachm.

This preparation does NOT come under the Dangerous Drugs Act.

This popular Cholagogue, which has been extensively prescribed during the last 30 years, is now supplied under the registered name of “Hepatagen.” Packed for dispensing only in 5-oz., 10-oz., 22-oz., 40-oz. and 90-oz. bottles.

PRICE IN ENGLAND - 12/6 PER LB.

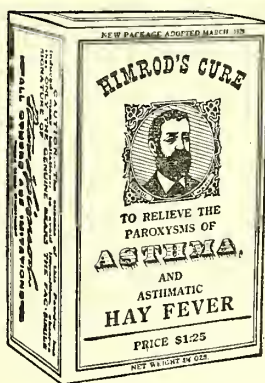
Sole Manufacturers: **C. J. HEWLETT & SON, LTD.**

WHOLESALE AND EXPORT DRUGGISTS AND SURGICAL INSTRUMENT MAKERS

35-42 CHARLOTTE STREET and 83-85 CURTAIN ROAD, LONDON, E.C.2

Telegraphic Address: “PEPSINE-FINSQUARE-LONDON.”

Telephone: BISHOPSGATE 1172 and 1173 (2 lines).



**Profitable,
Repeat Business and
Satisfied Customers**

Standard For Over 60 Years

Himrod Manufacturing Co.

HOBOKEN, N. J., U. S. A.

—Order From Your Service Jobber—

EVERY WINTER BRINGS AN INCREASE in the demand for Snowfire



It's a case of one customer making many, where the Snowfire Tablet is concerned. This magic little tablet is a real friend to the skin in winter, soothing chapped hands, making work-roughened hands smooth and white again, softening dry, cracked lips. And the Snowfire Tablet is always so well advertised, too. Display it prominently this winter—brisk sales and good profits will result.

Snowfire TABLET

Made by: **F. W. HAMPSHIRE & CO. (1927) LTD.**
Sunnydale Works, Derby.

AGENTS: India: Messrs. Siqueira & Son, 121 Fort St., Fort, Bombay.
Australia: Messrs. Salmon & Spraggon (Australia), Ltd.
218 Kent St., Sydney, N.S.W.

Canada: A. Whitechurch Little, 807 The Wilson Building,
60 Front St., West Toronto.

U.S.A.: F. W. Hampshire Corporation, 882 Harrison
Avenue, Boston, Mass.

Robert Ferber Ltd

incorporating

JULES DENOVAL & CO.

Manufacturers of

CAPSULES**AMMONIATED QUININE CAPSULES, 60 m.**Packed in Decorated Tins, in Attractive Show Outers.
No. 378. 9/- per doz. tins.**CINNAMON & QUININE CAPSULES.**Packed in Decorated Tins, in Attractive Show Outers.
No. 379. 10/9 per doz. tins.**SPECIAL CAPSULES FOR LADIES.**Packed in Decorated Tins, in Attractive Show Outers.
No. 109. Apioi, Aloes and Iron. 8/- per doz. tins.**SANTAL OIL CAPSULES.**No. 393. Tins, each 24 x 10 drops. 24/- per doz.
No. 392. " " 24 x 10 minims. 27/6 "**SANTAL PERLES.**

No. 428. Bottles, each 36 x 5 m. 22/9 per doz. bottles.

BLENOSAN CAPSULES.Santal Oil and Cleo Resin Kava Kava Comp.
No. 169. (P.A.T.A., 4/6.) 36/- per doz. tins.**BLAUD'S CAPSULES.**

All combinations packed in best style.

CASTOR-OIL CAPSULES.

No. 197. 24 x 15 m. 7/9 per doz.

COD-LIVER OIL CAPSULES.

No. 214. 24 x 15 m. 8/- per doz.

MALEFERN CAPSULES.

No. 338. 24 x 10 m. 10/- per doz.

DOG CAPSULES.

Aperient	Antibilious	Alternative
Diarrhoea	Cough	Condition
Mange	Epilepsy and Chorea	Distemper
Worm	Tonic	Rheumatic

For Medium and Large Dogs, 8/6 per doz. tubes.

For Puppies and Fancy Dogs, 6/6 per doz. tubes.

OPHTHALMIC CAPSULES.

Hydrarg. Ox. Flav. 1%	Atropin 1%
" " 2%	Argyrol 1%
Ecric Acid 10%	Protargol 1%

In boxes of 3, 12/6 per doz. boxes.
In boxes of 6, 18/6 per doz. boxes.

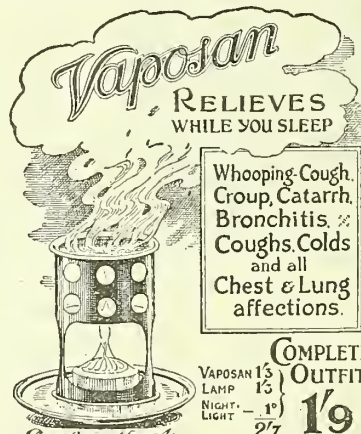
CARBON TETRACHLORIDE CAPSULES.

Specially purified, free from Sulphur.

	24	36	50	100	1,000
1 c.c.	9/9	14/-	19/-	35/-	25/-
2 c.c.	12/6	17/9	24/-	44/6	32/6

FERBER CAPSULE No. 600Containing Bland's equal to 2 pills. Arsenical Solution
2 minims. Ext. Nucis Vom. 1/4 grain.Phenolphthalein 1/4 grain.
Packed 100 in decorated tins. 31/- per doz. tins.
On P.A.T.A. Minimum Retail 5/- per tin.Carlton Works, Asylum Road
LONDON, S.E.15**A SEASONABLE LINE**

LIBERAL PROFIT. POPULAR PRICE.



Purifies the Air

KILLS THE GERM AND INSTANTLY EASES THE COUGH.
FROM ALL CHEMISTS.**14/- per dozen**

Send for free sample to:

McCLURE, YOUNG & Co., Ltd.

MANUFACTURING CHEMISTS

Glenthams Road - Barnes, S.W.13

EPSONIA

*is becoming
known to all
sufferers from
STOMACH
TROUBLES*

The demand created by
widespread publicity
is maintained by the
ability of EPSONIA to
justify every claim
made of it.We anticipate a heavy
demand for this line,
and you would be
well advised to in-
clude EPSONIA in
your Stock List.
Write now for full
Trade particulars.Give
Yourself
a New Joy
in Life!**SHERWOOD CHEMICAL CO.**
19 SACKVILLE ST., LONDON, W.1
REGENT
— 2359 —

BRITISH INDUSTRIES FAIR

OLYMPIA, 1931

LONDON, W.14

Feb. 16 to Feb. 27

This year the Fair promises to be more comprehensive and complete than ever before. The Chemical, Drug and Perfumery Sections have long assumed International importance and will receive especial attention from Home and Overseas buyers.

✕

THIS SPECIAL SUPPLEMENT

will assist exhibitors to focus interest on their particular products and will not only obviate an original preparation being overlooked but it will stimulate the curiosity of visitors in the general display.

**Home and Foreign visitors will be welcomed at
STAND B84**

where "C. & D." representatives will be in
:: :: constant attendance. :: ::
Stand Telephone No. : Shepherd's Bush 1435

✕

THE CHEMIST & DRUGGIST

28 ESSEX STREET, STRAND
LONDON, W.C.2

Telephone : Central 6565 (8 lines).

Telegrams : "Chemicus, Estrand, London."

49 County Buildings, Cannon Street
MANCHESTER

54 Foster's Buildings, High Street
SHEFFIELD

:: 19 Waterloo Street ::
GLASGOW

:: MELBOURNE AND SYDNEY, AUSTRALIA ::
:: AUCKLAND, NEW ZEALAND ::



Johnson's of Hendon

Manufacturers of the
"SCALES BRAND"

Pharmaceutical, Photographic and
FINE CHEMICALS

TINCTURES
INFUSIONS

EXTRACTS
LINIMENTS

SYRUPS
CONC. LIQUORS

AMIDOL-JOHNSONS METOL-JOHNSONS
PYRO HYDROQUINONE AZOL

SILVER NITRATE

ARVITIN (SILVER VITELLIN)
ETC., ETC.



*We cordially invite every chemist
to visit our Stand B 71 at the
Chemists' Section of the British
Industries Fair, Feb. 16th—27th.*

**B. I. F.
B
71**

JOHNSON & SONS
Manufacturing Chemists
LTD
HENDON · LONDON

OUR REPUTATION ——— YOUR GUARANTEE

*You are most
cordially in-
vited to call
at our Stand
and inspect
our exhibit of
the well known*

STAND
B-113

British Industries Fair

STERLING BRAND CHEMICALS

BISMUTH CARBONATE
BROMIDES, CITRATES,
HYPOPHOSPHITES,
SCALE PREPARATIONS
STEARATES, ETHER,
SICCATIVES, ETC. ETC.

*Thomas Tyrer & Co., Ltd.
Sterling Chemical Works, Stratford, E.15*



BROMIDES IODIDES

*We invite our friends
to pay us a visit at*
THE BRITISH INDUSTRIES FAIR
STANDS A104 A137

CAMPHOR—CAFFEINE
EMETINE—QUININE
STRYCHNINE—SALICIN
MERCURIALS—VERMILION
ESSENTIAL OILS
GELOZONE—MILLING

WHIFFEN & SONS, LTD

INCORPORATING GEO. ATKINSON & CO. (ESTAB. 1654)

BATTERSEA
S.W.11

FULHAM
S.W.6





We are exhibiting at the
British
Industries
Fair

where a range of our
preparations can be
examined

STANIFORM

STAND
B 82

LIMITED

CARNWATH ROAD

LONDON, S. W. 6

See these record sellers at the B.I.F

These famous Wardonia products enjoy enormous home and overseas sales and every year gain more and more huge contracts. The latest triumph is the contract for the Irish Free State Army. Get to know these generous-profit lines—nationally advertised and backed by ample supplies of window and counter display material.

Stands London D87 Birmingham 7D/3

RAZOR, CASE & 4 BLADES		BLADES :	
Small quantities	22/6 per doz.	30 Blade Card ..	5/-
1 doz. lots ..	21/- " "	60 Blade Card ..	10/-
3 doz. lots ..	20/- " "	120 Blade Box ..	20/-
Retails at 2/6.		Retail at 4 for 1/-	

WARDONIA

"NEW EDGE" RAZORS & BLADES

Sole Makers: THOMAS WARD & SONS, Ltd., Wardonia Wks., Sheffield, Eng.



KENT'S BEST BRITISH BRUSHES FOR EVERY PURPOSE

WILL BE ON EXHIBITION AT

STAND B13 & 14 B.I.F.

TOILET BRUSHES, SHAVING BRUSHES.

Tooth Brushes in great variety.

ALL STYLES and PRICES

Special Brushes made to order.

WE SHALL BE PLEASED TO WELCOME YOU, AND
TO DISCUSS ANY PROBLEM IN BRUSH MAKING.

*Materials and Craftsmanship
are the best obtainable, and
are so co-ordinated as to
give the greatest satisfaction.*

G. B. KENT & SONS LTD.

75 FARRINGTON RD., LONDON, E.C.1

Phone : Holborn 5066/7/8. Wires : "Tricho, London."

ESTABLISHED OVER 150 YEARS

COME TO THE FAIR!

This year will be our—

FOURTH CONSECUTIVE APPEARANCE AT THE BRITISH INDUSTRIES FAIR

FEBRUARY 16—27

We shall be showing a more attractive and comprehensive range of our manufactures than ever before, and the Fair will coincide with the announcement of several

INTERESTING AND IMPORTANT NOVELTIES

OUR STAND N° is F.49

(In the NATIONAL HALL GALLERY

Telephone: Shepherd's Bush 1423)

SOLPORT

BROTHERS LIMITED

184—192 GOSWELL ROAD, LONDON, E.C.1

POWDER *NERISSA* PUFFS
Regd.

SPONGE
BAGS,

Portia
Regd.

TOILET
HOLDALLS

TRAVELLING COMPANIONS

Watersprite
FACE CLOTHS

"EASIFIX"
FINGER STALLS

NON-FLAM READING
AND
TENNIS EYESHADES

Portia
Regd.

"KUTE" ELASTIC
WRIST STRAPS

"SOLAPAD" ANTI-TRAVEL-SICKNESS BELTS

We asked 1,000 men “How long does your blade last?”

THEIR replies showed that users of Darwin Cobalt Steel Razor Blades obtained many more shaves than users of any other blade. Darwin claims to superiority are proved facts based on actual experience.

This really British blade is capturing a big section of the market simply because it satisfies the user. Secure your share of that business—see the Darwin exhibits.

STANDS

D.117 - OLYMPIA, LONDON

14D/2 - - - BIRMINGHAM

BRITISH INDUSTRIES FAIR

DARWIN

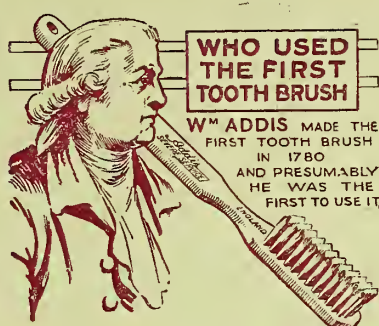


Owbridge's Lung Tonic, the Original and World famous remedy for Coughs and Colds, is known throughout the whole English-speaking world.

During recent years its sale has rapidly increased in all the British Colonies, notably in India, Canada, Australia, South and West Africa, and there is a constantly growing demand in China and the Far East.

Home and Overseas Buyers are cordially invited to visit our **Stand No. B75**, where full information may be obtained.

W. T. OWBRIDGE, LTD., *The Laboratory,* **HULL**



151 YEARS

IT IS NOW one hundred and fifty-one years since William Addis made the first Tooth Brush and established the first Tooth Brush business in the world.

SINCE THAT TIME the business has been carried on without a break by successive generations of the Addis family, so that the fine traditions of the early days have been passed on like a family heritage in the Addis business.

MANY CHANGES HAVE taken place in the industry in the passing of one and a half centuries, but through all these changes the policy of Addis brushmakers has remained the same—fine craftsmanship applied to good materials in the production of Tooth Brushes of character and quality.

MILLIONS OF TOOTH BRUSHES are now turned out every year by the firm that made the first Tooth Brush. Every kind and type of brush is made in bone and celluloid. A wide range, from the best in brushes of high quality to the keenest in competitive value, is in regular production so that the buyer who stocks Addis brushes can cater comprehensively and competitively for the requirements of the rapidly-growing multitudes of Tooth Brush users.

EVERY TOOTH BRUSH BUYER SHOULD
VISIT US AT

STAND No. B.60

(DRUGGISTS' SUNDRIES SECTION)



ADDIS, Brush Works, HERTFORD

ESTABLISHED 1780

Australian Works :: GLEBE, SYDNEY, N.S.W.



BRITISH INDUSTRIES FAIR
Feb 16 to 27
WE ARE EXHIBITING

VISKAPS CAN BE APPLIED IN HALF A SECOND WITHOUT MACHINERY.

VISKAPS FORM A CLEAN, HARD, ATTRACTIVE SEAL. SUPPLIED IN A VARIETY OF COLOURS, BOTH OPAQUE & TRANSPARENT.

VISKAPS ARE NOT AFFECTED BY CLIMATIC CONDITIONS — INVALUABLE TO EXPORTERS. MADE IN ENGLAND WITH BRITISH CAPITAL, LABOUR AND MATERIAL.

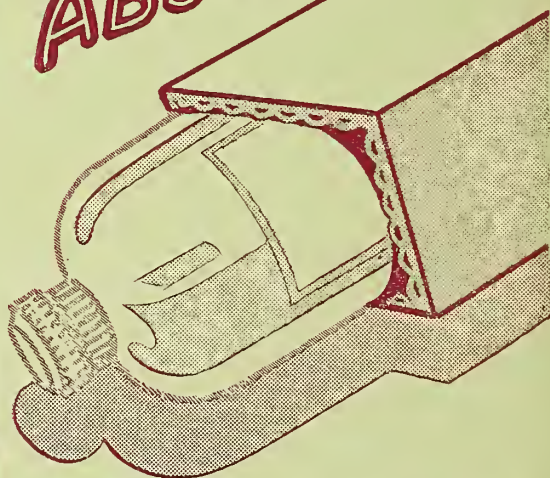
VISKAP

SELF-FIXING HERMETIC SEALING
BOTTLE CAPS

VISCOSE DEVELOPMENT COMPANY, LTD.
WOLDHAM ROAD, BROMLEY, KENT.

Telephone: Ravensbourne 4561. Telegrams: "Viscose, Bromley."

Send out
your Goods
in SHOCK
ABSORBERS!



CORRUGATED
PACKING MEANS
AN INSURANCE
AGAINST RISK
OF BREAKAGES

IT ADDS 50 %
TO THE NEAT APPEARANCE
OF YOUR GOODS

Write for Samples & Prices to—
CORRUGATED PACKING
MATERIALS · Co. Ltd.
4 AMBROSE ST. MANCHESTER.

LONDON REPRESENTATIVE: MANCHESTER REPRESENTATIVE
FRANK D. WELLER FRANK D. WELLER
DOMINION HOUSE 55 MARKET STREET
BARTHOLOMEW CLOSE, E.C.1 MANCHESTER
Tel.: National 4042. Tel.: Cent. 7935.

All paper Screw Cap Containers



PACKS (1925) LTD.

FELTHAM, MIDDLESEX.

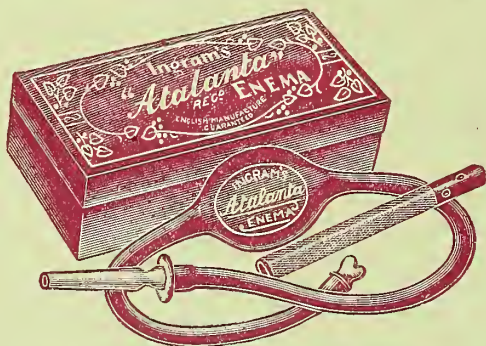
Telephone: Feltham 232

Call and see our Exhibit
at the British Industries Fair
STAND A.199

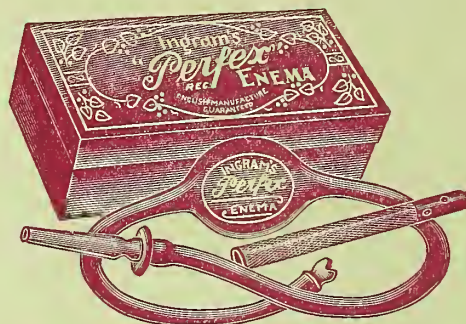
Ingram's
LONDON.

LONDON MADE SEAMLESS ENEMAS

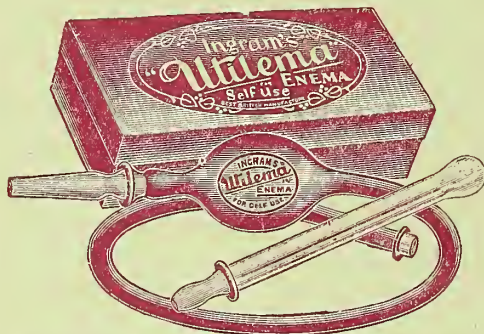
London—the birthplace of the great Rubber Industry; its rubber products are recognised as the “standard” of the World. Ingram’s well-known series of guaranteed enemas are made at The London India-Rubber Works, famous for the manufacture of Fine Surgical Rubber Products for over 83 years.



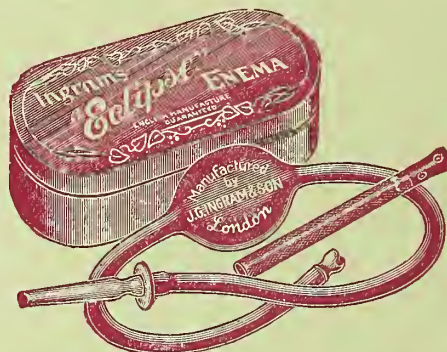
A Special Quality Enema. (Large Bulb.)
Fitted complete with Bone Rectum and Gum Vagina
Pipe and Leather Shield.



A Reliable Quality Seamless Enema (Ordinary Bulb.)
Fitted complete with Bone Rectum and Gum Vagina
Pipe and Leather Shield.



A Sterilizable Enema for Self Use. Easily handled
in any position. Fitted with Aseptic Glass Pipes and
Valves or, if desired, with Bone Pipe.



A Guaranteed Reliable Seamless Enema. (Large Bulb.)
Fitted complete with Bone Rectum and Gum Vagina
Pipe and Leather Shield.

The above illustrates four of the P.A.T.A. Series. The full series are:—

TRADE MARKS.

“Adaptable”	“Eclipse”	“Sterilendum”	“Zebina”
“Atalanta”	“Utilema”	“Zenith”	“Perfex”

All boxed complete, with directions.

Obtainable from all Wholesale Houses.

J. G. INGRAM & SON, LTD.

THE LONDON INDIA-RUBBER WORKS, HACKNEY WICK, LONDON, E.9

9 out of 10 Dealers

are making
good money
out of
GRIPS



Are YOU the Tenth?

Be in the running. Profitable lines that sell quickly are few enough, but "GRIPS" is one, and thousands of dealers know it.

"GRIPS" Trade Terms are liberal enough to make every sale an appreciable profit in itself, and "GRIPS" advertising is converting millions to the regular use of these often-imitated-but-never-equalled pastilles.

Fresh stocks are available NOW. Write for particulars and attractive terms to-day.

GRIPS

First-aid Pastilles [Regd.]

Agents to the Wholesale and Retail Chemists' Trade:

THOS. CHRISTY & CO.

4/12 OLD SWAN LANE, LONDON, E.C.4

Made by Lightbowns of Accrington.

COLLOSOL FERROMALT

(CROOKES)



THE MOST SUCCESSFUL
IRON TONIC on the
MARKET.

Daily increasing in popularity with both the medical profession and the public. Collosol Ferromalt is now supplied in an attractive packing, admirably adapted for counter display.

Collosol Ferromalt gives a satisfactory margin of profit, and the assurance of complete satisfaction to your clients.

TERMS AND PARTICULARS FROM
THE CROOKES LABORATORIES
(BRITISH COLLOIDS, LTD.),

22 CHENIES STREET, LONDON, W.C.1

Telephone Nos.:
Muscum 3663, 3697, 5757.

Telegrams:
"Collosols, Westcent, London."

Export Distributing Agents, AYRTON, SAUNDERS & CO., LTD., LIVERPOOL.

Bismuth-Formic-Iodide Compound

Mulford B-F-I



Supplied in 2 sizes
in sprinkler-top
tins.

Bismuth-Formic-Iodide Compound, now well known as "B-F-I", is a medicated dusting powder possessing soothing, astringent and antipruritic properties. It is a safe, dry dressing that promotes healing and has been widely used for thirty years by physicians and in hospitals.

B-F-I has the capacity for absorbing fluid from the surface, thereby exerting a drying action. It does not cake or form hard crusts, which would only add to the irritation. B-F-I is, therefore, the ideal dusting powder for use wherever excoriation and a weeping surface occurs.

This compound has been found very satisfactory and effective in treating superficial wounds, eczema, impetigo, pemphigus, ulcers, burns, abscesses, vaccination area, bed or fever sores, chafing, abrasions and similar skin irritations.

SHARP & DOHME LTD.,

associated with

H. K. MULFORD CO.

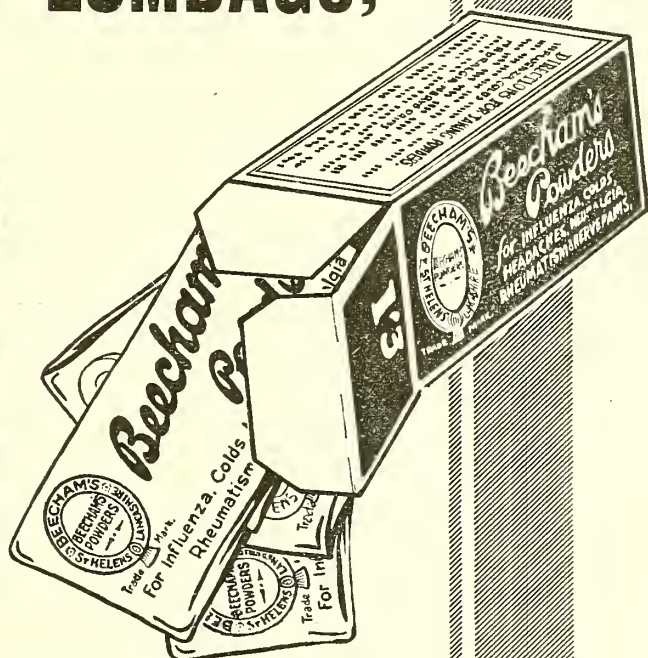
252 REGENT STREET, OXFORD CIRCUS, LONDON, W.1.

Telephone: Regent 2567.
[85101]

REMEMBER!! BEECHAM'S POWDERS

are *NOW* the best
selling winter remedy for
**COLDS, 'FLU, LUMBAGO,
RHEUMATISM,**
AND ALL
NERVE PAINS

PROTECTED PRICES.
EXCELLENT PROFITS.
QUICK TURNOVER.
NO BAD STOCK.



Order through your wholesaler or direct from
BEECHAMS PILLS LIMITED
CHESTER ROAD, MANCHESTER

CANADIAN HONEY



The Finest Honey imported
and the selected pack of the
famous Apiaries of Ontario.

*Write for samples and full
particulars to Sole Agents*

R. & W. DAVIDSON, LTD.

49 TOOLEY ST.
LONDON, S.E.1

68 VIRGINIA ST.
GLASGOW

And at Manchester and Liverpool

GUARANTEED PURE

*The Saline
with the
largest sale
9: & 1/4.*

Products of the
**BATTLE CREEK
FOOD CO.,**
Michigan, U.S.A.

YOU SHOULD STOCK THESE TWO FOODS!

Lacto-Dextrin, a food for changing the intestinal flora, 12 oz. packings 4/-, 5 lbs. 22/-—Psylla, intestinal vegetable lubricant, 10 oz. packings 4/-, 5 lbs. 24/-—Both these foods are being regularly advertised to the Medical Profession throughout the year. Liberal discounts. Order through your wholesaler or write direct to:

Wholesale & Distributing Agents for United Kingdom & Irish Free State:

COATES & COOPER

41 GREAT TOWER ST., LONDON, E.C.3

**ALL CHEMISTS
SHOULD STOCK**

ABDINE

THE GOLD MEDAL HEALTH DRINK

Quick Seller. Big Profits. Over 50 years' Reputation.

"Abdine" is the most popular Health Drink. Perfectly safe for all ages. Made from choicest fruits, it does not contain Epsom or Glauber Salts. Year after year the sales are steadily increasing.

CUNCAN McGLASHAN LTD., ABDINE WORKS, WESTFIELD RD., EDINBURGH

"VITAMIN TESTED YEAST"

*Yeast specially prepared for medicinal
purposes.*

GUARANTEED ABSOLUTELY PURE.

MIDGLEY & PARKINSON, LTD.,
WARREN WORKS, PUDSEY, LEEDS.

CAMWAL

TABLE WATERS - in Syphons & Bottles
LEMONADE POWDER { in Packets, Cartons,
AQUAPERIA WATER { and Canisters.
or SALTS (P.A.T.A.) } **WINDOW
DISPLAYS.**
LEMON SQUASH - in 26oz. Bottles
(with plain or Soda water forms a delicious drink).

HOME and EXPORT PRICES and TERMS on application

CAMWAL, Ltd. LONDON, MANCHESTER, BRISTOL,
BIRMINGHAM, HARROGATE.

Victory House, 99 Regent St. (Piccadilly End), LONDON, W.1
Telephone: Gerrard 5714-5

GARFIELD TEA

PROMPT SHIPMENT

ALL SIZES

'Phone or Write:

GARFIELD TEA CO.

44 Foxbourne Road

BALHAM, LONDON, S.W.17

PURE MALT EXTRACT

with *FINEST*

NORWEGIAN COD LIVER OIL

The Brand that does not separate nor crystallize.

Your own name and address on labels. In English jars, etc. Direct from the actual manufacturers.

THE BRITISH DIAMALT COMPANY
SAWBRIDGEWORTH - - HERTS.

MASON'S GINGER WINE ESSENCE

□ □ □

LIBERAL WINDOW DISPLAY
ALLOWANCE

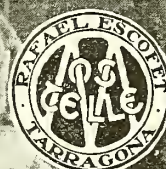
ATTRACTIVE
ADVERTISING MATERIAL

□ □ □

Apply—

NEWBALL & MASON
LIMITED.
NOTTINGHAM

PURE SPANISH
GRAPE JUICE



MOSTELLE

MADE BY RAFAEL ESCOFET

IN TARRAGONA (SPAIN)

Pure unfermented
juice of ripe
grapes. It is a
wholesome, nour-
ishing drink, with
all the properties
of fresh grapes.

Stocked by
John Bell and Croyden
50-52 Wigmore St., W.1
MAPLETON'S Nut Food
Co., Ltd., Garston, Liverpool

PRICES:
**GOLDEN
MUSCAT**

Large bott.

3/6

Small bott.

2/3

RED

Large bott.

3/-

Small bott.

2/-

"STERAID" Regd. Dressings

Patent No. in Great Britain
221761/1924 and patented in all
the principal foreign countries.

Patent Rotating Canister packing to retain aseptic conditions. In use, only the
amount required is withdrawn and cut off. The remainder is not exposed.

GAUZES.										LINTS. PLAIN and BORIC.						
Minimum Public Prices Each			Minimum Trade Prices Per Doz.			Minimum Public Prices Each			Minimum Trade Prices. Per Doz.			Min. Public Prices		Min. Trade Prices		
6-yd.	3-yd.	1-yd.	6-yd.	3-yd.	1-yd.	6-yd.	3-yd.	1-yd.	6-yd.	3-yd.	1-yd.	2in. wide	1 3/4 each	1 1/2 doz.	1 1/2 doz.	
Sal Alamb.oth						Plain Absorbent	2/-	1/2	-8	18/-	10/6	6/-	2in. wide	1 3/4 each	1 1/2 doz.	1 1/2 doz.
Sublimate	2/5	1/3 1/2	-8 1/2	10/3	11/6	Double Cyanide	2/6	1/5	-9	22/6	12/9	6/9	4 "	1 9 "	15/9 "	15/9 "
Carbolic					6/4	Picric							6 "	2/3 "	20/3 "	20/3 "
Eoric						Iodoform	3/-	1/8	-10	27/-	15/-	7/6	Approx. 6 yds. Plain and 4 yds. Boric			

ORDER THROUGH USUAL WHOLESALER.

ROBERT BAILEY & SON LTD., Marriott Street Mills, STOCKPORT

Phone: Stockport 2794

London Office: SOUTHAMPTON ROW, W.C.1

Wires: "Undisputed, Stockport."

Surgical Rubber Goods

VENUS, OWL, GODIVA
& BALLOON BRANDS.

NOTICE.—Several instances of the sale of VENUS BRAND goods
other than their make having been brought to the notice of Joseph Harris & Co., their Solicitors
are instructed to take proceedings against anyone (Makers or Vendors) fraudulently using the
name or design of VENUS or any imitation thereof in connection with Seamless Moulded Goods

SEAMLESS MOULDED SURGICAL GOODS, PESSARIES, HOT WATER
BOTTLES, URINALS FOR NIGHT OR DAY USE. Wholesale & Export only.

JOSEPH HARRIS & CO., Rubber Works, Broadheath, Altrincham.

Do you know the "YUARD"
IMPROVED SWIVEL SCROTAL?

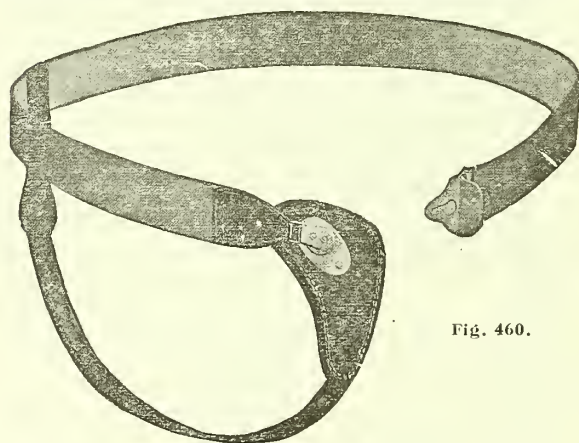


Fig. 460.

A Scrotal Elastic Truss with Plated Swivel
Fittings, capable of adjustment to any position.

THE R. H. HEWARD COY.
CROWN ROAD WORKS, TWICKENHAM, ENG.

Phone: Popesgrove 2094. Telegrams: Beltruss, Twickenham.

REPEAT ORDERS EVERY
POST

for the
LOCARNO MEDICATED
TOILET
ROLL

WHY!!!

BECAUSE it is ONLY OBTAINABLE
FROM THE CHEMIST

CONTAINS
650 SHEETS
PURE WHITE
SULPHITE
PAPER.
12 oz. ROLLS.

COSTS
3^d.
SELLS at
6^d.

FREE
DELIVERY.
PACKED IN
CARTONS.
SAMPLE
ROLL FREE.

Sole Manufacturers:

J. RUTHERFORD & Co.
LIMITED

VICTORIA PAPER MILLS
VICTORIA ROAD
HOLLOWAY, LONDON, N.7

Contractors to H.M. Government.

● KOTEX SAYS

*"Let your ship
come home in 1931"*

MAN has not invented any means of controlling winds. They blow freely in spring, summer, autumn and winter. He does not control them—but he uses them.

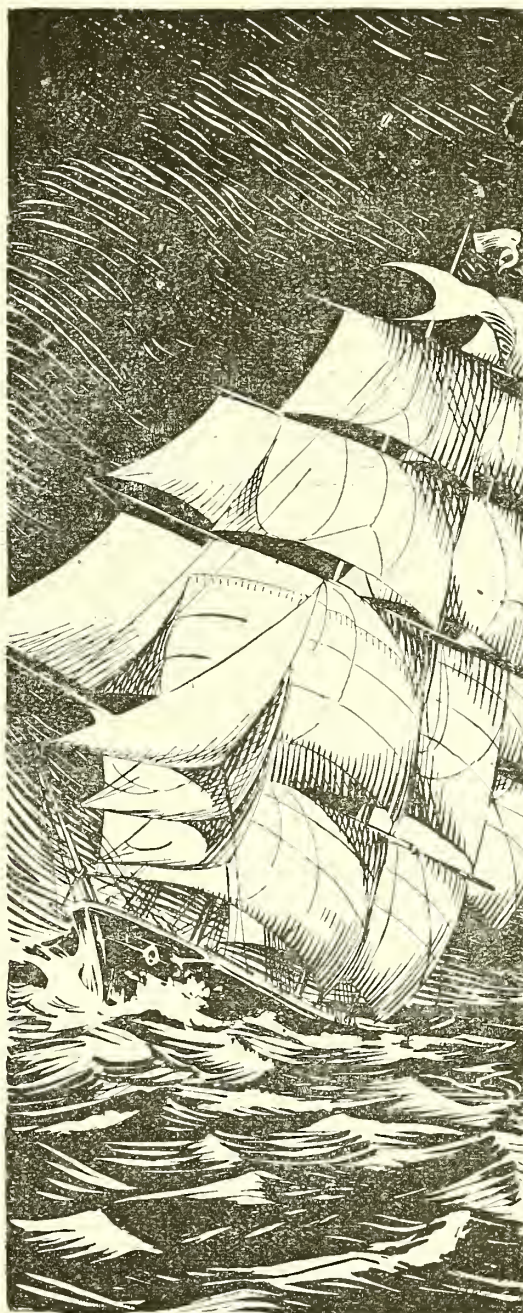
The Kotex business is likewise an all-the-year-round one. The winds of demand do not abate. Co-operation will bring your particular ship home successfully.

It is the new knowledge that women have, combined with the ability of Kotex to give for them the best in this important part of women's hygiene, that now makes it a feature of the regular service that a good store gives to its customers.

There is no reason in these enlightened days why you should NOT display that you cater in this way for women's well-being. So avail yourself of the sales aids that are offered, and DISPLAY Kotex where it can be seen without offending anyone.

Kotex makes it worth your while to do this—there is the better rate of profit to be had.

Your business ship carries other merchandise as well. Goodwill gained, for this important service means that you make customers for everything you sell.



KOTEX LIMITED

78, SALUSBURY ROAD, LONDON, N.W.6

Telephone: Maida Vale 2900

● Plans have been made for increased Kotex advertising in 1931. Kotex have always adopted a consistent and steady advertising policy. Their efforts in this direction are being increased for your benefit. It remains for you to take full advantage of this, by co-operation, so that your ship comes home in a prosperous Year.

IMPORTANT NOTICE

Change of Address

In consequence of the continually increasing demand for Rendell's Pessaries we have been obliged to obtain larger and up-to-date premises more suitable to our present needs.

We therefore ask all our friends to note that after to-day's date all orders and correspondence should be addressed to :

W. J. RENDELL, LTD.

HARDWICK HOUSE

161/165 ROSEBERY AVENUE, LONDON, E.C.1

Best sellers

The public is asking for **ZEAL** CLINICAL THERMOMETERS because they are:-

GUARANTEED TO STAY ACCURATE CONSISTENTLY ADVERTISED

Made by

ZEAL

-the name the public knows.

G. H. ZEAL, LTD.,
75 & 77, St. John St., London, E.C.1.



NEW SEASON'S RANGE OF SPONGE BAGS

SEE OUR
EXHIBIT
ON
STAND
No. 65



WHITE
CITY
FEBRUARY
16 to 28

In order to provide for an ever growing demand we continue to produce a pleasing range at prices considered to be unequalled. Each individual article is completely manufactured in our own modern factory and materials used are all of British origin as per the indication on the linen tab affixed to each bag.

ARTHUR BERTON, Ltd.

"BRITANNIA HOUSE,"

256/260 OLD STREET, LONDON, E.C.1.

'Phone: CLERKENWELL 1346-1347-1348-1349.

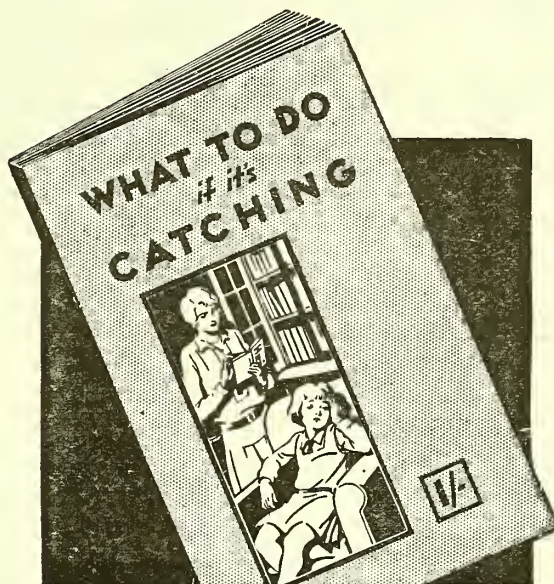
MANCHESTER:
36 Chapel Street.

'Phone: CENTRAL 6299.

GLASGOW:
49 Jamaica Street.

'Phone: CENTRAL 4300

"What to do if it's Catching"



Reprinted from "The Lancet," Jan. 31, 1931.

"WHAT TO DO IF IT'S CATCHING."

UNDER this catching title Messrs. Newton Chambers and Co., Ltd., have published, at the modest price of 1s., a compilation, to which, we are informed, medical and sanitary specialists have contributed, and which places in the hands of the public the elementary rules for the domestic dealing with infectious diseases. So far as this is possible or useful, having regard alike to the need for brevity and the nature of the audience, the authors have given correct reasons for the advice which they offer, thus showing that the scientific co-operation claimed has been real. The technical staff of the firm working under such advice have, in fact, produced a small and cheap book, consultation of which by the public should clear up much of the perplexities which exist in the lay mind concerning the origin, prevalence, and prevention of infectious disease; as a result of the lessons here given the general population should be able to assist intelligently in the promotion of health under the advice of the medical profession. There is nothing novel whatever in the teaching, but the selection and arrangement of the material should make learning easy.

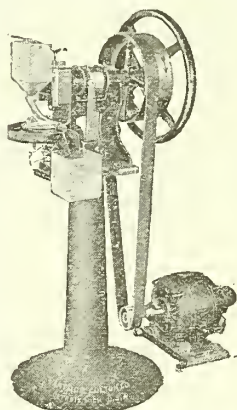
After an appeal to commercial prudence by pointing out the expense incurred through the spread of sickness, the first section of the book indicates how the doctor, and, where necessary, the sanitary authority, can play their parts in the maintenance of public health. The prudent note is made here that the seriousness of many common and general illnesses should not be estimated by the immediate effects which, as far as mortality statistics go, may not appear to be sinister, but by their after-effects, which bulk largely in many special directions. The part played by specific germs, and the consequent necessity of preventing their spread, is set out succinctly, and there follows a synopsis of the more obvious signs of common complaints in their earliest

stages, which bears the mark of well-informed care. This section closes with the assumption that the medical man has been called in, when the sound suggestion is added that he should be asked: Can this illness spread to other members of the household, and, if so, is removal to a hospital or complete isolation necessary, or can a modified form of semi-isolation in the home be employed? The chapter in which the plan for "semi-isolation" is put out is very interesting. The familiar rules for sick room arrangements and disinfection are fully laid down; they insure that the sufferer should be kept as far as possible from contact with the family and that, when such contact takes place, certain precautions to prevent the spread of infection should be observed. The stricter regulations to be followed by all members of the household when the patient is in complete isolation summarises advice that the doctor usually gives in such circumstances, but the clear and emphatic language employed should be helpful in ensuring an orderly and inclusive attention to the many things that have to be thought of. The verbal instructions of the medical attendant will be recalled, and therefore followed with the aid of this categorical list. A tabular statement as to the accepted periods of incubation of the main group of infectious diseases is then followed by indications of the period during which quarantine and isolation should be enforced, while wise recommendations as to the treatment of the patient, after the medical declaration that he is well enough to leave the sick room, are added.

Other sections of the book deal with first-aid in the home, lay down precepts of personal hygiene, and give household hints of various sorts to those responsible for the domestic care of the sick. Attractive little pictures break up the text throughout, and will certainly act as aids to memory.

TABLET MACHINES

The illustrations show two of the many models made by the Arthur Colton Company. Built on sound scientific principles they embody the most up-to-date requirements for the production of compressed tablets.

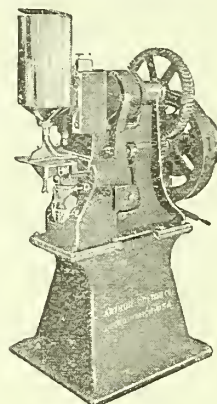


A full range of machines is available for tablets of all sizes from $\frac{1}{8}$ to 2 ins. diameter and

Outputs from 100 to 1500 tablets per minute.

PUNCHES of special design with cut-in or raised lettering can be supplied when desired.

Write for Catalogue.

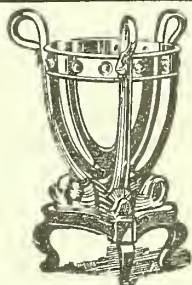


SOLE BRITISH AGENTS:

GRIFFIN & TATLOCK, LTD.

KEMBLE STREET, KINGSWAY :: :: LONDON, W.C.2

*In the last
5 years
the sales of*



TOWN TALK

**LIQUID SILVER POLISH
& SILVER PLATE CLOTH
have increased
3 Fold**

Get your share of the trade by ordering from

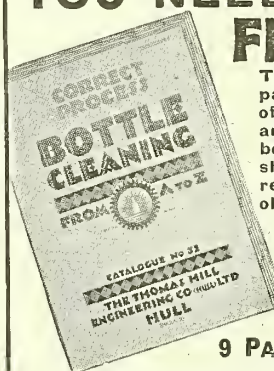
JAMES WOOLLEY SONS & CO., Ltd.,
Manchester

AYRTON, SAUNDERS & Co., Ltd., Liverpool
BROOKS & WARBURTON (American Drug
Supply Co.), Ltd.

Town Talk Polish Co.
Whitby St., Bradford Road, Manchester



**YOU NEED THIS BIG
FREE BOOK**



The 80 pages of this big book are packed with details and pictures of every type of modern machine and appliance for the up-to-date bottling plant. Every bottler should keep a copy in his office for ready reference—and you may obtain your book free and post free by applying to the

THOMAS HILL

ENGINEERING CO. (HULL) LTD.

Makers of Correct Process
Bottle-Cleaning Equipment

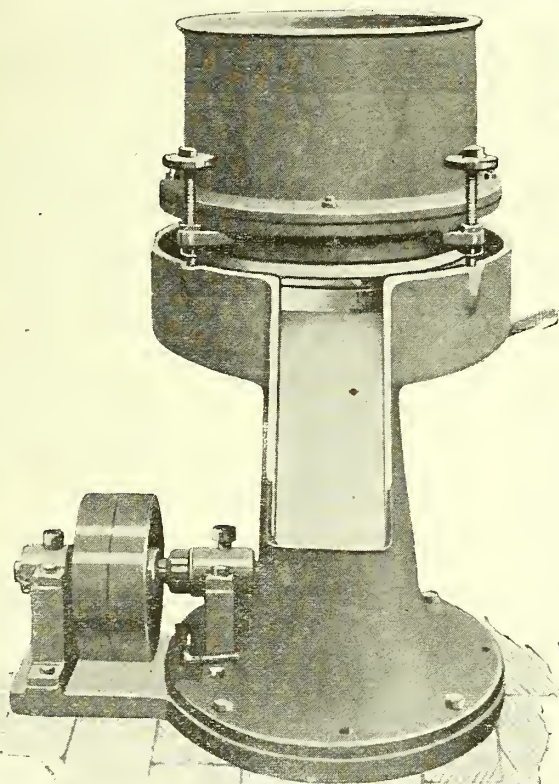
9 PARK LANE, STEPNEY, HULL

**ZULO CARBOY
HAMPER**



**GLASS CARBOYS
DEMIJOHNS
WINCHESTERS
CARBOY TILTERS**

R. & H. LEIGH & SONS LTD.
--- BOLTON ---



The Latest Triumph in OINTMENT MILLS

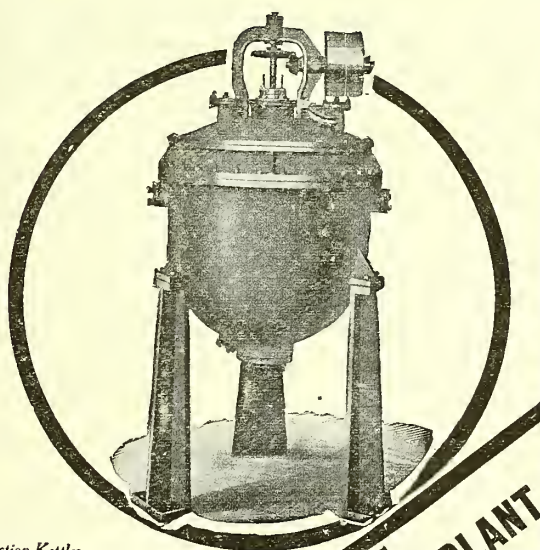
THIS ILLUSTRATION SHOWS THE NEW
SUPER SPEEDY MILL.

THERE are now approximately 300 of S. W. WILKINSON'S original Speedy Mills in use by British and other Manufacturing Chemists. A number of the new Mills are now in use and are giving much success and pleasure to the users and much credit to the designer and maker. Splendid testimonials have been received. The new Mill is the result of nearly 20 years' experience with the original Mill and the various uses to which it has been applied.

S. W. WILKINSON & Co.

Chemical Engineers

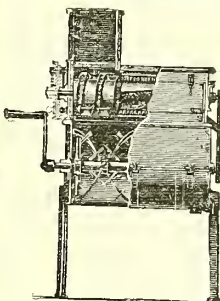
Western Road - - LEICESTER



Reaction Kettles,
Distilling Apparatus,
Evaporators,
Jacketed Kettles,
Jacketed Tilting Kettles,
Enamelled Tanks,
Enamelled Containers.

**ACID PROOF
ENAMELLED CHEMICAL PLANT**
DANTO-ROGEAT & CO., LYONS, France
45 Great Marlborough
Street, London, W.1
Write for particulars to
H. SLOOG,
Telephone: Regent 2400.
Telegrams: Onaloguech London.

perfect blending



Gardner's "Rapid" Sifter and Mixer gives a perfect blend. The special Internal Agitator ensures accurate sifting and mixing of materials, irrespective of the diversity of their proportions; if necessary, 1/2 oz. can be perfectly blended with hundredweights.

**GARDNERS
Patent "RAPID"
SIFTER & MIXER**

Write us for list of
Ball Mills, Disintegrators,
Millstones and
Mills, Drum Sieves,
Drying Machinery, etc.

Wm. GARDNER & Sons (Gloucester) Ltd.
Bristol Road - - Gloucester

Tel. Gloucester 2288 (2 lines).

Grams: Gardner, Gloucester

LONDON - 19 Gray's Inn Chmbrs., 20 High Holborn, W.C.1
Telephone. Chancery 7347



"Adaptocaps"

will give your bottles Distinction

These Dry Bottle Caps are made in all sizes and colours, clear and opaque. They are Self Sealing, of unrivalled quality and BRITISH MANUFACTURE. Special low rates for large contracts. Let us quote you.

The London Capsule Co
EMPIRE WORKS, MITCHAM RD., CROYDON
Telephone : Thornton Heath 3014

IF YOU WANT GOOD BOTTLES, LET ME QUOTE

I make bottles of every description for Drug Trade purposes—machine or hand-made. Clean, well-shaped, accurate bottles, made in a modern factory equipped with the latest machinery.
I INVITE YOUR ENQUIRIES.

FREDERICK HAMPSON PERSEVERANCE GLASS WORKS, SALFORD, LANCs.

Telephone : 1018 Trafford Park
Telegrams : "Attention, Salford"

Established
1851

CORKS

If you want a cheap Cork, or the very finest, we can supply it. Our organisation is World Wide. In every civilised country you will find we are in existence.

MUNDET CORK PRODUCTS LTD.

12/18 ABBEY STREET, LTD.
TOWER BRIDGE ROAD, LONDON, S.E.1
Telegrams : Mundetcomp Bern London. Telephone : HOP 2685.



GLASS BOTTLES and JARS
OF EVERY DESCRIPTION

Provence Oil Cannon Essence Pyramid Miniature Panelled Miniature Oval Essence Pedestal Oil

Please ask for PRICE LIST of STOCK LINES

Write or phone Mansion House 4901 (8 Lines)

L. LEPERSONNE & Co.
(Estab. 1888)
99 CANNON STREET - LONDON, E.C.4
(Strictly Wholesale. Home and Export Trade)

GLASS BOTTLES

We specialise
in

**DISPENSING FLATS
COUGH MIXTURE PANELS**

Write for Quotations
A good Bottle at a low price

WM. HANSON & SONS, Ltd.

'Phone : 3307 Rose Grove, Burnley.

WE SUPPLY

DECORATED TINS

FOR PACKING

OINTMENTS

AND OTHER PRODUCTS.

SAMPLES AND PRICES, UPON REQUEST.

THE CALDICOT TIN STAMPING WORKS LTD.
CALDICOT, Nr. CHEPSTOW, Mon.

PETROLEUM JELLY
("SALVO PETROLIA")
BRAND

THE PERFECTION OF PETROLEUM JELLY.
MANUFACTURED SOLELY BY

THE DEE OIL CO. LD.

**D 23 & 24 EXCHANGE BUILDINGS
LIVERPOOL**

TELEPHONE: **CENTRAL 3859** TELEGRAMS: **"CESTRIAN"**

LONDON OFFICE
11 POULTRY, CHEAPSIDE, E.C.2. PHONE: CITY 8455

**PACKED IN BARRELS, KEGS OR
SMALLER PACKAGES IF DESIRED.**

OTHER GRADES OF
PETROLEUM JELLIES, WHITE BASES ETC.
WHITE OILS B.P. & Technical Qualities
SAMPLES & PRICES ON APPLICATION

OLEUM DEELINÆ (DEE OIL)
THE UNFAILING CURE FOR ECZEMA.

Paraffinum Liquidum

B.P.
ALL GRADES
SAMPLES & PRICES

On application to —

STERNS LTD

16 Finsbury Square London E.C.2

WHOLESALE ONLY

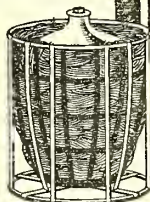
DISTILLED WATER

in perfect condition

from our own stills. Supplies sent daily to Chemists in all parts. Immediate dispatch. We solicit your enquiries for dry-salteries generally. Obtain your supplies of Olive Oil, Camphorated Oil B.P. and Cotton Oil B.P.C. Grades from our large stocks.

**FRANCIS F. FOX
AND COMPANY LIMITED**
BRISTOL & BIRMINGHAM

Established over 100 years



"ATLAS" PATENT SIFTERS & MIXERS

Combined or Separate Machines for hand or power.

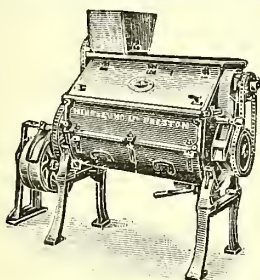
Fitted with all our latest improvements.

**BALL and PEBBLE
GRINDING MILLS.**

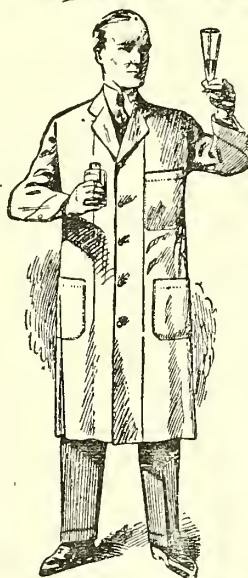
Various Sizes.

**HIND & LUND,
LIMITED,
ATLAS WORKS,
PRESTON.**

Established 1791



OVERALLS



SEND FOR NEW ILLUSTRATED LIST

Jackets and Coats of very superior quality, made from the most reliable materials, smartly cut and thoroughly well finished in every detail.

WHITE DRILL JACKETS
6/11, 8/11, 10/6

KHAKI DRILL COATS
6/11, 8/6, 10/6, 12/6, 14/6

WHITE DRILL COATS
7/6, 9/6, 12/6, 13/6, 15/6

BLACK DRILL COATS 15/6

GREY COTTON COATS 7/6

STOCK SIZES: 34 to 44 chest. Special pockets and little adjustments can be made without extra charge. **POSTAGE** on single coat 9d., but 20/- orders upwards carriage paid.

**SPECIAL PRICES FOR
LARGE QUANTITIES**

GARDINER

& CO. (The Scotch House). LTD.

1, 3, 5 Commercial Road, LONDON, E.1

Telephone: Bishopsgate 6751.

Established 1839.

POSTCARDS

From One or More Negatives

2/6 FOR 1 DOZEN
6 for 1/6, 4 for 1/-
SINGLES, 4d. EACHLess 33½% Wholesale Discount
HIGHEST CLASS WORK ONLY
Sole Agency for each Town or District.
Fix up now in front of your Competitor.THE
"Owl" Photographic Service Competition does
SPOUT YARD, LOUTH, Lincs. Not make him blink

Tel. No. 226



WESTMINSTER COLLEGE OF PHARMACY.

**WILLS' UNIVERSAL
POSTAL SYSTEM**

FEES (GT. BRITAIN & N. IRELAND).

PRELIMINARY SCIENTIFIC COURSE - £1 10
QUALIFYING COURSE - - - - £1 10
APOTHECARIES' HALL COURSE - - £1 11 6**POSTAL COURSE PROSPECTUS POST FREE**
from The Secretary,
190 CLAPHAM ROAD, S.W.9.**ACTS LIKE A CHARM
FOR RED, ROUGH,
CHAPPED HANDS**THE ORIGINAL
AND BEST*Veldt Cream*
1 oz.
FIVEPENCE
3 oz. 1/-, 6 oz. 1/9,
12 oz. 2/9
WRITE FOR BONUS
TERMS TO THE
VELDT LABORATORY
LOUTH, Lincs. Tel. No. 226

LONDON COLLEGE

ESSENTIALS OF PHARMACY
10th EDITIONA text-book dealing with the principles involved
in Pharmacy and all preparations of the B.P.
It is well illustrated, the explanations are concise
and the section dealing with B.P. preparations is
invaluable to students.
Poison Law is explained in brief and non-
legal language.
Separate chapters dealing with the principles of
sterilisation, emulsions, colloids and alkaloidal
assay are contributed by experts.

Price 5/- (post free) from

LONDON COLLEGE OF PHARMACY
361 CLAPHAM ROAD, LONDON, S.W.9**THE SOUTH OF ENGLAND
COLLEGE OF PHARMACY**

186 Clapham Road, LONDON, S.W.9

Principal—H. LUCAS, Ph.C., F.C.S.

assisted by a fully qualified and efficient staff.

REVISION COURSES for Parts I and II start on April 8 for the
July Examination. Fees 10 guineas.NEW FULL TIME Courses will commence on October 8 and entries
are now being booked; Part I 6 months, 20 guineas; Part II
9 months, 30 guineas.The "ONCE-A-WEEK" class for Part I is held each Wednesday
from 2-9 p.m. (with tea interval), for students in business in and
around London.

Fees from one guinea per term:

For all particulars apply THE PRINCIPAL.

MANY SUCCESSES IN THE EXAMINATIONS

Your Opportunity to

QUALIFY IN OPTICS**PRACTICAL WORK.** Students taking the course
may receive personal tuition in the practical work
AT ANY TIME DURING THE COURSE.Expert Tuition for the SIGHT-TESTING DIPLOMAS of the Worship-
ful Company of Spectacle Makers (F.S.M.C.); the British Optical
Association (F.B.O.A.); the National Association of Opticians
(F.N.A.O.); or the College of Optics (F.C.O.).

Write for full particulars—

C. A. SGURR, M.P.S., F.S.M.C., F.B.O.A., F.N.A.O., B.Sc., F.I.O., F.C.O.
50 HIGH STREET, BARNET, LONDON, N.
S.A. Representative: E. E. G. WOOLLEY, F.S.M.C., M.P.S., P.O. Box 1769
Durban.
N.Z. Representative: R. C. AITCHISON, Box 158 PALMERSTON, North.**The Supplementary Examinations**A special course of instruction by correspond-
ence, *viva voce*, and practical work for the
Supplemental Examinations of the S.M.C. and
N.A.O. Fellows of the B.O.A. and S.M.C.
should take the Supplemental N.A.O. Full
syllabus and time table to suit individual
requirements. 100% passes at the first attempt
in the Supplemental Examinations extending
over 3 years.**WALTER SIMPSON, Tutor of Optics**
510 FULHAM ROAD, S.W.6

The

NATIONAL ASSOCIATION OF OPTICIANS.**Chemist-Opticians**are invited to apply for Membership of the
N.A.O.Particulars of the next Examination for the
Fellowship Diploma, Syllabus, Entrance
Forms, &c., from the SECRETARY, N.A.O.,
130 Princes Road, Liverpool.

CELLOPHANE

The ideal **transparent** wrapping **absolutely** harmless, air and grease proof, as used by all the leading Perfumers, Soap Manufacturers, etc., etc., for wrapping Soaps, Drugs, Tablets, Bath Crystals, Perfumery, Surgical Dressings, Sponges, Puffs, Soothers, Tooth Brushes and all Articles of Toilet.

Cellophane can be had in sheets, all sizes and colours; also in the shape of **Bags, Discs, Envelopes**, printed or not, allowing the contents to be seen by transparency.

Cellophane wrapped goods **look better—keep better—sell better.**

Cellophane **protects, beautifies, and adds** the quality touch.

Prices, Samples and Particulars from

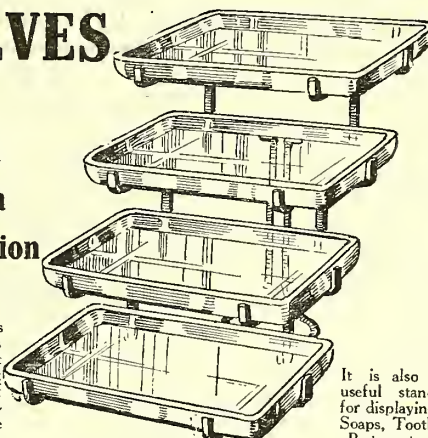
The CELLOPHANE COMPANY LTD.
7, 8 and 9 Bird Street, LONDON, W.1

Also 305-7 PRODUCE EXCHANGE, MANCHESTER
35 MILLER STREET, GLASGOW

SOLVES

the
**Tooth
Brush
Question**

Tooth Brushes have always been a difficult line to serve, but with the aid of this stand customers can serve themselves.



It is also a useful stand for displaying Soaps, Tooth Pastes, etc.

No. C.S.F. 2851—Very attractive COUNTER DISPLAY STAND. Constructed of mild steel finished silver colour and complete with four clear glass trays, size $11\frac{1}{2} \times 7 \times 1$ in. Each tray is slightly sloped, rendering the goods easy to see and to select from. The overall height is $15\frac{1}{2}$ in., width 12 in., back to front 15 in.

22/6 each complete

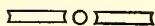
Send for a copy of our new illustrated 48 page list No. CD 1180 free on request.

DUDLEY & COMPANY, LTD.
451 HOLLOWAY ROAD, LONDON, N.7

City Showrooms: 65-66 Fore Street, E.C.

"Print More Sell More"

To no other field of activity does this Printer's Slogan apply with greater force than to Chemists' Printing



CARTONS : LABELS : ENVELOPES



Broughton Market, EDINBURGH

SHOWCARDS

WHICH HELP SALES.

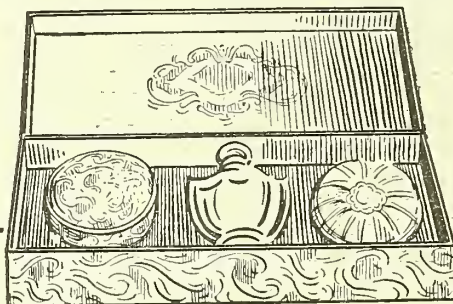
WRITE

JAMES
TOWNSEND
AND SONS,
EXETER.

(London Office:—54, Farringdon Street, E.C.4.)

ROBINSONS of CHESTERFIELD for CARDBOARD BOXES

WHEN VISITING
INDUSTRIES
OLYMPIA CALL



BRITISH
FAIR AT
AT STAND G 2

RIGID
CARDBOARD
BOXES
ARE
ESSENTIAL

for the solution of some packing problems. Their rigidity and ease of filling recommend them and make them, for many articles, the cheapest and best form of packing.

Your enquiries will be appreciated and welcomed with the spirit and desire to serve.

Samples will be gladly sent on request.

Robinson & Sons

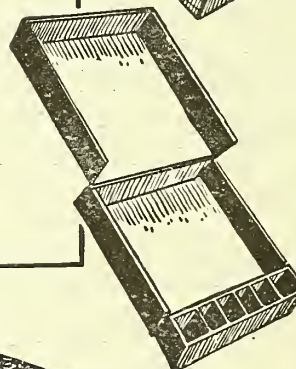
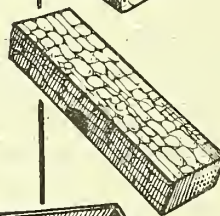
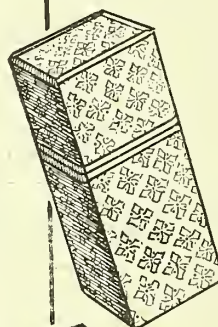
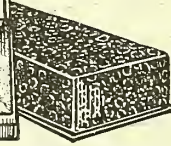
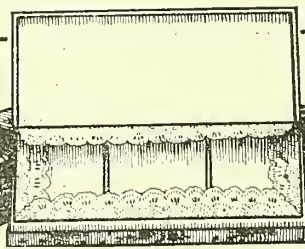
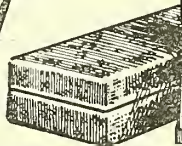
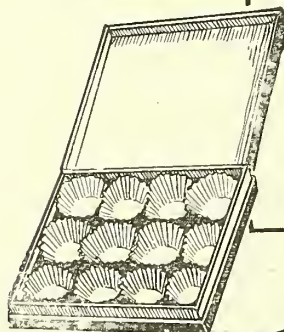
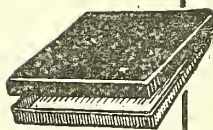
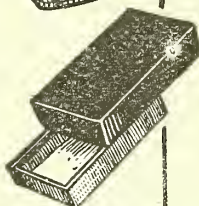
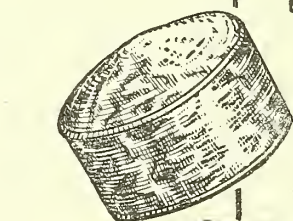
LIMITED

Manufacturers of Boxes
for the CHEMIST TRADE

Wheatbridge Mills
CHESTERFIELD

Tel.: 2105.

Tel. Ad. "Boxes."



ROBINSONS of CHESTERFIELD for CARDBOARD BOXES

THE CHEMIST AND DRUGGIST

SUPPLEMENT

28 ESSEX ST.
LONDON, W.C.2

FEBRUARY 14, 1931

This Supplement is inserted in every copy of The Chemist & Druggist.

THE SUPPLY OF SUPPLEMENTS

The clerical work in connection with the posting of spare copies of the Coloured Supplement week by week has increased to such an extent that we have been compelled to reorganise our system of distribution. Our readers will please note, therefore, that in future, instructions can be accepted for not more than six successive issues of the Supplement at a time, and that in every case the name and full postal address should be written on

Post Office Wrappers, Stamped ONE PENNY, to ensure prompt delivery.

If wrappers bear a halfpenny stamp only, postal delivery is delayed.

Loose stamps will not be accepted.

CLOSING FOR PRESS.

**ALL ADVERTISEMENTS INTENDED FOR
INSERTION IN THIS SUPPLEMENT**

**MUST REACH US
NOT LATER THAN**

FIRST POST THURSDAY MORNING.

ORRIDGE & CO.

56 LUDGATE HILL, E.C.4

ESTABLISHED 1846

Telephone No. : CITY 2283

May be consulted at their Offices on matters of Sale, Purchase & Valuation

1.—EALING (Near).—General Retail and Dispensing Business, with Kodak Agency; returns £35 weekly, plus N.H.I., about 150 per annum; shop well fitted and stocked; rent £90; sub-let £52; held on lease; price £1,250.

2.—LONDON, W.—High-class Retail and Dispensing Business, with Kodak Agency; returns, under management, £1,800, with gross profit 40 per cent.; rent £150; held on lease; terms valuation of stock and fixtures.

3.—STEPNEY (Near).—General Retail Business; returns £40 weekly; double-fronted shop; stock and fixtures worth about £600; lease has 35 years to run; rent £35; price £1,200, or valuation terms entertained.

4.—LONDON, W.C.—General Retail Business, with Kodak Agency; returns about £40 weekly; rent £225 per annum; one room sub-let at £150; six-roomed house with bathroom; long lease; stock £600 and fittings £600; price £1,400; part payment entertained.

5.—EDGBWARE (Near).—General Retail and Dispensing Business, with Kodak Agency and N.H.I.; returns at the rate of £2,400 per annum; gross profit 40 per cent.; double-fronted shop; stock and fixtures about £1,000; price £1,500.

6.—SURREY (Few Miles Out).—General Retail Business, with large D. & P.; present returns £20 10s. weekly under management of lady; double-fronted corner shop; living accommodation; rent, inclusive of rates, £1 17s. 6d.; new lease; price about £400.

7.—WEMBLEY.—General Retail and Dispensing Business, with Kodak Agency; returns last year £1,470, with scope for increase; double-fronted shop, well fitted and stocked; rent £135; one room sub-let at £52; held on lease; vendor willing to consider an offer.

8.—HOME COUNTY.—Drug Store, with Kodak Agency; returns last year £738; scope for large increase; no opposition; population 2,200; good house with garage; rent £24; rates £11; price about £400.

9.—LIVERPOOL (Near).—Good-class Retail and Dispensing Business; returns, under management, £2,500 per annum at good prices; good living accommodation; vendors wish to sell the freehold, and a substantial mortgage can be arranged; price of business, £1,550; stock will be reduced if so desired.

10.—CHESHIRE.—For immediate disposal, light Retail and Dispensing Business, with Kodak Agency; returns last year £942, with scope for increase; good profits; comfortable living accommodation; price, to include property, £800, or near offer.

11.—SURREY.—Light Retail and Dispensing Business; returns last year £1,450; gross profit nearly £500; stock and fixtures worth £600; scope for increase; living accommodation; moderate rent; lease; price for quick sale £800; partnership entertained.

12.—WEST OF ENGLAND.—Several Retail and Dispensing Businesses, with Kodak Agency; returns approximately £2,100 per annum; scope for increase; net profit £500; single-fronted shop; stock and fixtures worth £1,150; renewable lease, or property can be purchased; price £1,400.

13.—SOUTHEAST.—General Retail Business, with Kodak Agency; returns, under management, £1,500 per annum; gross profit 33½ per cent.; modern double-fronted corner shop on main road, beautifully fitted in light oak; house sub-let; net rent £50 per annum; 19 years' lease; further details on application.

14.—ESSEX COAST.—Cash Retail Business, with Kodak Agency; recently established; returns £25 weekly, rapidly increasing; large double-fronted corner shop, very well fitted; rent £100; 20 years lease; price £750; plus stock at valuation.

Chemists' Transfers, Valuations for Sale, Stocktaking & Probate

SPECIAL TERMS FOR INCOME TAX VALUATIONS

BERDOE & FISH

CHEMISTS' VALUERS AND TRANSFER AGENTS,

41 Argyle Square, KING'S CROSS, W.C.1

(One minute from St. Pancras and King's Cross Stations).

1.—NORFOLK (Death Vacancy).—Light Cash Retail Dispensing and Photographic Business, in same hands many years; turnover £2,500; gross profits 40 per cent.; scope for increase; stock and fixtures worth over £1,000; price £700, plus valuation of stock and fixtures.

2.—CHANNEL ISLANDS.—Sound light Family, Retail and Dispensing Business; in present hands 36 years; returns £1,264; net profit £331; own property; lease arranged; stock and fixtures worth £600; price £900; owner retiring.

3.—CAMBS.—Mixed Country Retail; no heavy trade; returns, under manager, £1,400; good house and garden; roomy shop, well situated; price valuation terms about £700; freehold can be purchased.

4.—LANCS.—Sound light Cash Retail, in busy main road; returns last year £1,270; net profit over £400; present hands 11 years; good shop with house; own property; lease granted; stock and fixtures worth over £600; price £725.

5.—SOUTH COAST.—Good-class Cash Business, in splendid position; returns £3,100, under management; plenty of scope; good profits; handsome modern pharmacy; rent £250; sublet £110; price £1,750, plus stock at valuation.

6.—ESSEX COAST.—Good middle-class Retail; main road position; returns £1,500, under manager; plenty of scope; fine corner shop, well stocked; valuation terms about £1,400.

7.—LONDON, W.—High-class Family, Retail and Dispensing Business, returning about £2,000; net profit £650; living accommodation available; low rent; on lease; price £700, plus valuation of stock and fixtures.

8.—LONDON (Essex Suburb).—Death vacancy; light Cash Retail, under manager; present returns over £24 weekly, plus N.H.I.; low rent; on lease; nicely-fitted shop and fairly well stocked; price £650.

9.—LONDON, S.E.—Profitable middle-class Cash Retail; practically unopposed; returns over £1,000; rent only 15s. weekly clear; on lease; nicely-fitted shop; good stock; price £550 or offer.

Stocktaking Valuations.

We are prepared to undertake this work at special low rates and invite early applications; we are now booking dates for February and onwards.

Estab. 1870.

Telephone: Terminus 3574.

ERNEST J. GEORGE

Chemists' Valuer and Transfer Agent

TUDOR HOUSE, WALSALL

'Phone: Wal. 3774.

Tel.: Earnest, Walsall.

Quotations for Stocktaking or for Pricing.
Chemists' Own Stock records supplied without obligation.

Correspondence is invited from prospective purchasers relative to the following businesses for disposal, initial particulars of which are as follows:

(1) LIVERPOOL.—Turnover, £2,300; rent, £100; good living accommodation.

(2) MANCHESTER.—Returns, £1,900; rent, £80; living accommodation available.

(3) DERBYSHIRE.—Turnover, £2,000; rent, £65; living accommodation.

(4) LANCASHIRE.—Drug Store (lock-up) with excellent prospects under qualified management; present net profits, £4 weekly; rent, £25; purchase price, £300.

(5) BLACKPOOL.—Returns, £2,100; rent, £90; available at less than valuation figure, owing to health disability.

(6) READING.—Turnover, approximately £2,000; rent, £71; living accommodation.

(7) HUDDERSFIELD.—Turnover, £1,800; rent, £40; well-situated and capable of development.

(8) SEASIDE RESORT (YORKSHIRE).—Drug Store; returns, £1,150; living accommodation; excellent prospects.

(9) SURREY.—Drug Store, with living accommodation; excellent opportunities for Chemist.

(10) SHROPSHIRE TOWN.—Good-class business; returns, £45 weekly; lock-up shop; exceptional opportunities.

(11) CHESHIRE.—Small retail business unopposed; net profits £250; good N.H.I.; living accommodation.

(12) LONDON, E.—Turnover, £1,300, plus N.H.I. (500 scripts monthly); good living accommodation.

(13) YORKSHIRE TOWN.—Old-established; average returns, £1,900; situated in commanding position.

(14) EAST COAST.—High-class business; turnover, £3,700.

(15) LONDON, EAST.—Undeveloped pharmacy in busy district; good living accommodation; reasonable purchase price.

London Representative: Mr. S. F. CLARK,

34 MARKSBURY AVENUE, RICHMOND, SURREY. Tele.: Richmond 2210

The Association of Manfg. Chemists, Ltd.

Business Agency, Transfer & Valuation Department

Head Offices—Kimberley House, Holborn Viaduct, London, E.C.1 (and at 2 Bixteth Street, Liverpool).

PARKIN S. BOOTH, Valuer.

'Phone: City 1261-23

BUSINESSES FOR DISPOSAL.

1.—LINGS. DISTRICT.—Chemist Business, situate Market Place; quarterly tenancy; low rental; returns have reached £30 per week; now average £10; good reason for disposal; double-fronted lock-up shop; no opposition; price, approximately £500. Further particulars on application.

2.—LONDON, N.7.—Old-established Optical Business, combining recently established Pharmacy, held on lease with 14 years to run at a rental of £250 p.a., of which £135 is let on lease; returns £28 per week; very large shop, dispensary and sight-testing room, situate in busy main road; no opposition for some distance. Further particulars on application. (42)

3.—MANCHESTER.—Old-established Retail Business for quick disposal; yearly tenancy; rent £150; returns for the last 40 years average over £50 weekly; at present returns are £35 weekly; nicely fitted and good stock; Wine and Spirit Licence; living accommodation. (48)

4.—LONDON, S.E.—Acid, Drug and Chemical Business for quick disposal; premises held on weekly tenancy at 14s. per week; returns average £25; stock and fixtures estimated at £500, offers invited. Full particulars on application.

5.—KENT.—Growing district; death vacancy; recently-established Retail Business for quick disposal; lease will be granted, 7, 14 or 21 years, at £78 per annum; rates low; returns £1,100. could be considerably increased; Dentist attends at surgery at side three days a week; large double-fronted shop and room at back; excellent opportunity for young qualified Chemist-Optician; price £925, or near offer. (51)

6.—LINGS.—Established Dispensing and Retail Business for quick disposal in important town; 17½ years' lease to run at £200 per annum; returns average £50 per week; very large shop, situate in main thoroughfare; specially recommended.

7.—BIRMINGHAM.—General Retail and Dispensing Business, situate in main busy road, for quick disposal; approximate returns £25 per week; double-fronted shop and seven-roomed house over; lease will be granted at £100 per annum; house above could be let at £78 per annum; price for lease, goodwill, fixtures and utensils £450; stock approximately £500. (49)

JOHN BRIERLEY, F.N.A.A.

CHEMISTS' VALUER AND TRANSFER AGENT,

135 Queen Street, Newton Heath, MANCHESTER

Glasgow, returns £2,000 p.a. (valuable property) all at £4,000.
London, S.W., returns £1,650 p.a., increasing. Price £1,050.
Derbyshire, several returning £700/£2,000 p.a. (at valuations).
Manchester, 2 genuine offers, returns approx. £20 weekly (low price).
Others, Bournemouth, Brighton, Blackpool, Southport (near), etc.

CHARLES C. MARSDEN

Chemists' Valuer, Transfer Agent & Stocktaker,
29 Oakwell Crescent, Oakwood, Leeds.

Harrogate. Drug Stores. Present hands, 16 years. Well fitted and stocked. Owing to serious illness of vendor, will sell at V of S & F (about £650) less a liberal discount. Must be sold. Any reasonable offer considered.
Leeds. Small shop and house. Working class. Doing £10 cash and £3 N.H.I. weekly. Rent 22/6 clear. Price £350 or near offer.
Others at £900, £800, £700 and £400. 'Phone: Roundhay 62890.

BUSINESSES WANTED.

ADVERTISER wishes to Purchase high-class Business with turnover £3,000 to £5,000; must bear strictest investigation; good town essential; Partnership, with view to early succession, would receive consideration. Please give fullest particulars, in confidence. 93/10, Office of this Paper.

BERDOE & FISH are in urgent need of sound Businesses in all parts; cash buyers with capital up to £3,000 waiting to take immediate possession; correspondence from intending vendors cordially invited; quick sales negotiated privately. Transfer Offices, 41 Argyle Square, King's Cross, W.C.1. 'Phone: Terminus 3574.

BUSINESS required, or would entertain Partnership; capital available £350 to £400, remainder on mortgage; advertiser is an experienced pharmacist and a real live wire, not afraid of work, and bears excellent references; London or suburbs. P.C.B. 28/30, Office of this Paper.

DRUG Store or Pharmacy wanted in South London or South Coast district, preferably neglected; must be reasonable price and capable of increase. Give full particulars in first letter, which will be treated in strict confidence. 93/22, Office of this Paper.

BUSINESSES FOR DISPOSAL.

6s. for 50 words or less; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

BIRMINGHAM.—For Sale, urgent, old-established Chemist's Shop, with Kodak Agency and N.H.I.; has been neglected, but capable of big figures under personal management; price required simply valuation of stock and fixtures. This is a chance in a lifetime for a keen and up-to-date pharmacist. Apply 91/30, Office of this Paper.

BLACKPOOL.—Fine up-to-date Cash Chemist's Business (lock-up), situated corner premises in densely populated district; fine opportunity for a beginner; film developing returns £150 per annum net; approximate takings average over £20 weekly; accept £200 for quick sale; s.a.v., about £450; rent £91 per annum clear. Packers', 174 Promenade, Blackpool.

BRIGHTON (main street).—Pharmacy; really sound; all cash trade; turnover £1,500 per annum; owner retiring; long lease; low rent. Wallace, Chartered Accountant, 58 West Street, Brighton.

BRIGHTON.—£900 all at; old-established high-class Business; winter turnover £20 per week; summer turnover £60 per week; stock £500, good and reasonable; lease; main road; modern shop and house; great scope for Photographic business; sole agent. Hellett's, 76 Florence Road, Brighton.

BRIGHTON.—£900, inclusive, steadily progressive Business, with great scope for increase; busy main road; central; nearest to large residential neighbourhood; unopposed; an unusual opportunity at the price. 93/27, Office of this Paper.

BRISTOL DISTRICT.—Unopposed Pharmacy, with property, doing over £1,500; excellent scope considerable increase; present owner 25 years; Kodak Agency; electric light; ill-health sole reason for quick sale; good living accommodation; large garden, warehouses, etc.; every investigation; thoroughly genuine; particulars interview; mortgage arranged; bankers' references required. "Aspro," 91/3, Office of this Paper.

CO. CORK (Irish Free State).—Vendor retiring; genuine, unique and exclusive offer; old-established Chemist's Business; returns nearly £1,800 yearly; net profit last ten years over £500 per annum; auditor's figures; excellent position; offering scope for considerable increase; splendid, commodious house, with garden, garage, electric light and usual conveniences (vendor's own property); sell or lease for any term at reasonable rental; price £1,500; offers considered; part cash could remain to reliable successor.—Brierley, Chemists' Valuer, 135 Queen Street, Newton Heath, Manchester.

DERBYSHIRE.—Good going concern; fine opportunity for young married man; established Business on main road between Matlock and Bakewell; Retail and Dispensing; Kodak Agency; N.H.I. £20 weekly; scope for increase; modern shop and house; electric light and heat; rent £104; lease 3½ years; retiring, old age; price, stock and fixtures, £850. Apply "Chemist," Darley Dale.

LANCASHIRE, S.E.—Sound established Chemist's Business, beautifully fitted and heavily stocked; splendid corner premises, commanding position, best part of town; returns average £1,800 yearly; scope for increase; genuine offer and stand any investigation; price, £4,500, includes valuable property (vendor's own); further particulars to bona-fide clients only. Brierley, Chemists' Valuer, 135 Queen Street, Newton Heath, Manchester. Tel.: Failsworth 113

LONDON, W.C.—Retail Business; long lease; low rent; well-fitted shop, large basement, six living rooms, bathroom, etc.; average net profits over £600 per annum; chartered accountant's figures; capable improvement; ill health cause of sale; stock and fixtures valued approximately £1,000; price all at £1,400, or near offer. Preston & Partners, Valuers, 29 Ludgate Hill, E.C.

LONDON, EAST.—Turnover £1,800 (including £600 N.H.I.); exceptional profits; rent £104 per annum inclusive; new lease granted or property could be purchased; genuine reason for disposal; price for business £900 all at. 93/1, Office of this Paper.

LONDON, S.E.—For immediate Disposal, well-established Dispensing and Photographic Business; splendidly situated in working-class district; returns over £2,000, including large Panel; corner shop; good living accommodation; accountant's figures; price £1,000; bona-fide applicants only need apply; no agents. Apply, Franks, 93/5, Office of this Paper.

LONDON.—High-class Business; good Family Retail and Photographics; scope for considerable increase; valuable lease at exceptional rent; net profit over £600; price £1,600 for quick sale; no agents. 182/475, Office of this Paper.

MANCHESTER (exceptional opportunity for Jewish Pharmacist).—Old-established Business; returns average, past three years, £1,300 yearly, plus excellent N.H.I.; all books audited; business under own control will show £500 per annum net profit; genuine offer and well recommended; price, with property (vendor's own), £1,250; might sell business only, £750 about, and rent, etc., on reasonable terms; no triflers entertained. Brierley, Chemists' Valuer, 135 Queen Street, Newton Heath, Manchester. Tel.: Failsworth 113.

NEAR EALING.—Good-class Retail and Dispensing Business, with profitable side line; returns over £30 weekly; Kodak Agency; good living accommodation; rent with sub-let £50; property can be bought freehold; populous district; sound proposition; urgent health reasons for sale. 93/28, Office of this Paper.

NEW SOUTHGATE.—Excellent opportunity for energetic man; Drug Stores, old established; turnover average £25 per week; shop and parlour only on lease 25s. per week (inclusive); price £700, including stock of about £300. Apply Robert Tidey & Son, Auctioneers, etc., Opposite "Angel," Islington, N.

NORTH OF ENGLAND (holiday resort).—The owner of a small middle-class business in a growing residential quarter is shortly leaving pharmacy, and offers his Business for Sale; present takings £80 per month, which can easily be increased with little capital; price for cash £650. Full particulars by applying to 87/6, Office of this Paper.

CHEMISTS; very old established; four changes in 120 years; working-class district; well-fitted, double-fronted shop; 3 rooms; rent £36; lease; electric light; Family trade; small N.H.I.; easily doubled; any trial to prove genuine; £250; s.a.v.; part could remain; not this town. Write first, 29a Market Place, East Dereham.

CHEMIST'S Business for Sale, growing district, popular summer resort, Cheshire; £150 cash, small balance on extended terms if desirable. Apply Slack, Accountant, 15 Christ Church Avenue, West Didsbury, Manchester.

DRUG Stores, lock-up, in main road, S.E. district; much neglected; recently opened, has taken £18 per week; good opening for N.H.I.; low rent; agreement; disposing owing to ill-health; price £120. Apply 94/5, Office of this Paper.

FOR Sale, owner retiring, Scotland, North County town, old-established, good going Business and Property; best site; modern fittings and well stocked; would suit limited company or two men, one qualified in optics (good opening); only genuine inquiries answered. Apply 91/6, Office of this Paper.

FOR Sale (or would Let at reasonable rent), Freehold Premises in main street, Devonport, together with stock, fixtures, etc., of Chemist established over 30 years; audited accounts. Write H. S. Robinson, F.B.I., 24 Bedford Street, Plymouth.

MODERN Business, Kent Coast, for Sale, together with double-fronted corner premises, mortgage on which can be taken over; returns average £2,100; price £1,350 for business and £750 equity of mortgage; let off £60. "X. Y. Z.," 90/32, Office of this Paper.

NEGLECTED Business for Sale; cheap for spot cash; has averaged £25 weekly; N.H.I. £5 month; Optical connection; now doing £12 weekly on poor stock; good opportunity for smart young Chemist; expenses light; sound bargain. Apply 93/21, Office of this Paper.

IN a healthy Norfolk coast town, a first-class Business doing £3,500, with high gross and net profits, is for Sale at once; Kodak, Optics, and a trade-marked Proprietary; good lease; low rent; audited accounts; a very genuine offer. Bona-fide applicants write, bank reference essential, to 94/8, Office of this Paper.

SMALL Drug Store, N.E. Coast, Kent; increasing turnover; double-fronted shop; house, 7 rooms; genuine; electric light and gas; steady winter trade; good Photographic; Kodak Agency; £375, or near offer. 90/38, Office of this Paper.

£100 less than value of stock and fixtures.—A Chemist Business, established fifteen years, situated in busy thoroughfare in Lancashire town; low rent; well fitted; Kodak Agency; stock over £300; fixtures £250; will accept £450 cash. 93/18, Office of this Paper.

£550.—General Retail; S.W. London; returns £1,100; scope for increase; rent £65; sub-let £78; lease 14 years; house available; good reason for selling; genuine offer. 93/6, Office of this Paper.

FINANCIAL.

HAVE you £2,500 to invest in a sound high-class Business on the East Coast? Come in, form a private company, and take over complete control from present owner, who must leave very soon; never will you get a better opportunity. Genuine inquirers with bank reference write 94/80, Office of this Paper.

AGENCIES.

IRISH FREE STATE.—Established connection throughout country; stock rooms and car; regular journeys; best service; first-class houses only need send particulars; sole representation considered. Write particulars to "A," P.C.B. 27/32, Office of this Paper.

EXCEPTIONAL Agency offered established firms with connections among Wharves, Breweries, Factories, Farms, Bakeries, or those handling Cattle Foods, Veterinary Requisites, Disinfectants, etc. P.C.B. 27/2, Office of this Paper.

QUALIFIED Pharmacist, returning to Spain end of February, well connected throughout the Peninsula and Canary Isles with Doctors, Wholesalers and Pharmacists, will undertake Medical Propaganda and Sales on commission or salary basis; Spanish and Portuguese spoken fluently. Fredrick Montague, National Hotel, Upper Bedford Place, London, W.C.1.

WANTED, Agents for England and Wales, calling upon Chemists, to represent manufacturers of Dog Medicines; splendid lines for those only with the necessary enthusiasm; commission basis. 94/19, Office of this Paper.

TENDERS INVITED.

SEVERALLS MENTAL HOSPITAL, COLCHESTER.

THE Committee of Visitors invite Tenders for the supply of Drugs for the six months ending 30th September, 1931.

For form of tender apply, enclosing stamped addressed envelope, to the Clerk of the Hospital, Severalls Mental Hospital, Colchester.

Scaled tenders must be received not later than the 28th February, 1931, addressed to the Committee of Visitors, Severalls Mental Hospital, Colchester.

The Committee do not bind themselves to accept the lowest or any tender.

PREMISES FOR SALE.

BANSTEAD, SURREY.—Chemist and Druggist badly needed in new parade of high-class shops in rapidly growing district; large estates being developed; houses selling freely; only three left in first block; prices £1,850 and £2,000, freehold; mortgages arranged. Write Chas. Lewin, No. 2 Oak Timbers, High Street, Banstead. Phone: Burgh Heath 1028.

PARTNERSHIPS.

EAST COAST SEAPORT.—An experienced, active Partner with capital to extend an old-established business; excellent prospects; Optician preferred. 91/7, Office of this Paper.

GENTLEMAN desires interest or Partnership in high-class, well-established Chemist and Druggist Business; London or suburbs; cash available; must bear strict investigation; will take active part in business with view to qualification. Please send full particulars, in confidence, to P.C.B. 28/14, Office of this Paper.

SURREY.—Excellent opportunity for Chemist with £500 capital as Working Partner; salary and divide profits. 92/18, Office of this Paper.

APPRENTICES.

A VACANCY occurs for an Apprentice; must be tall, of good appearance, and have passed Preliminary Examination; will be taught the business of a modern pharmacy. Apply the Manager, Breze's Pharmacies, Ltd., 16 Wood Street, Walthamstow, E.17.

A VACANCY occurs in the Analytical Laboratory of a London firm of Manufacturing Chemists and Druggists for a well-educated youth as Apprentice; slight previous knowledge of Chemistry an advantage; no premium required. P.C.B. 27/30, Office of this Paper.

A VACANCY occurs for an Apprentice in South-West London offering an excellent opportunity for a thorough training; no premium required; small salary given. Apply, in own writing, stating age, height, to Mr. Owen, 18 Upper Tooting Road, S.W.

APPRENTICESHIP required; 2 years; nearly 19; passed Inter. B. Pharm. Examination; some experience Counter and Dispensing. 182/471, Office of this Paper.

SITUATIONS OPEN.

RETAIL (HOME).

s. for 40 words or less; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

BIRMINGHAM.—Wanted, qualified male Assistant, used to working-class trade; no Sunday duty. Apply, stating age, salary required, previous experience, when disengaged, and name and address of last three employers. 90/31, Office of this Paper.

BIRMINGHAM.—Manager; qualified; must be keen; smart appearance; good Window-dresser and Salesman; previous experience in real up-to-date business essential; salary and commission. Full details, age, experience, when free and salary required, to 91/8, Office of this Paper.

BRIGHTON.—Qualified, sound Dispenser, capable taking charge, single preferred, age 27 to 40, gentlemanly, good address, for high-class business. Full details, photo, first letter. Sidney Lane, 100 Western Road, Hove.

BRIGHTON.—Wanted, early in March, qualified Assistant with good South Coast or London experience; good references essential. Applications not answered in one week respectfully declined. State age, salary, and full particulars. Watts & Co. (E. Beckwith, M.P.S.), 43 Dyke Road, Brighton.

LANDUDNO.—Lady Assistant, unqualified, required early in March, with Dispensing, Counter, and Photographic experience; must be pharmacy trained. State full particulars, with salary required (outdoors), and photograph, to Miss Hornblow, 4 Queen's Buildings, Llandudno.

LONDON, S.W. SUBURB.—Assistant with thorough knowledge of Photographic Sales and Counter work; must be able to sell all types, including Cine Apparatus; must be thoroughly experienced; qualified for preference. Full particulars of age, experience and salary required to 90/9, Office of this Paper.

LONDON.—Capable Qualified Assistant required; must be willing to act as relief manager. Apply by letter, stating age, experience and salary required, to The Secretary, Shadforth Prescription Service, Ltd., 63 Grove Road, Bow, E.3.

LONDON Departmental Store requires Under Buyer for the Patent Medicines, Toilet Sundries and Dispensing Departments; must be fully qualified, able to act on own initiative and to create attractive displays. Write, in strictest confidence, giving details of qualifications, previous experience, age and approximate salary expected, to P.C.B. 28/7, Office of this Paper.

LONDON, W.—Manager required for good-class Dispensing Business; must possess good personality and be keen and tactful Salesman, able to make good displays; salary and bonus offered. State wage required, age, and when at liberty, 92/20, Office of this Paper.

LONDON, N.—Wanted, young qualified married man for Branch Managership, with good knowledge of Photography; medium-class Retail; house attached. Give particulars of age, height, experience, etc., photo if possible. Apply 92/19, Office of this Paper.

LONDON district, near Barking, Essex. Unqualified Assistant wanted; must be good Dispenser, Window-dresser. Write full particulars, state salary required, and references. P.C.B. 28/26, Office of this Paper.

NORTH-WEST.—Wanted, at once, unqualified Junior; quick and accurate Dispenser. State age, height, references, salary required. Applications not answered in three days respectfully declined. Cox, Chemist, Wealdstone.

S.W. SUBURBAN DISTRICT.—Proprietor of single-handed business is desirous of getting into touch with Pharmacist who could do occasional relief duty. Please reply, stating full particulars in first instance, to 92/5, Office of this Paper.

W.1.—**QUALIFIED** Assistant, 22-24, wanted; must be a good Salesman, Window-dresser and have good all-round experience. Apply (if by letter, giving full particulars and salary required) "W.," The City Pharmacy, 27 Chancery Lane, W.C.2.

WEST END.—Qualified Senior, for March 2nd, not under 30; able Dispenser and Counterman; only those having had recent West-End experience need apply; interview. J. B. Barnes & Son, 205 Knightsbridge, S.W.7.

WEST SUFFOLK.—Immediately, capable, tactful man, under 40; outdoors; permanency; easy hours; no N.H.I.; only one kept, country experience essential; able and willing live small place contentedly; give details in first letter, stating salary; interview preferred if possible; succession later considered; small busy place; large district; good house; freehold premises. 92/4, Office of this Paper.

ASSISTANT; qualified; under 30 years of age; well up in Dispensing and Counter; of smart appearance. Give full particulars of previous experience, age, height, references, etc., and state salary required. Chater, Chemists, Watford.

ASSISTANT required for Dispensing and Retail Business in Eastern Counties. Apply, stating full particulars in first letter, age, experience and salary. "S/E," 92/12, Office of this Paper.

BRANCH Manager (male), preferably with experience of mining district; undeniable references as to honesty and sobriety. Full particulars, please, to 94/13, Office of this Paper.

DISPENSING Chemist (woman) required by London County Council at The Manor Certified Institution, Epsom, Surrey; must have qualification of the Pharmaceutical Society and be practical Photographer; age under 40; salary £220, rising to £300 a year; pensionable; marriage terminates contract of service. For form of application (which gives full particulars) send stamped-addressed envelope to Chief Officer (Ref. D.C.), L.C.C. Mental Hospitals Department, Artillery House, Artillery Row, S.W.1. Applications returnable by 26th February. Canvassing disqualifies.

JUNIOR or Improver (male), well up in Dispensing, Window-dressing and Counter work. Apply, by letter, with full particulars of experience, salary, references, etc., to Co-operative Society, Drug Dept., Wellington Street, Stockton-on-Tees.

JUNIOR, for good-class Family and Dispensing Business in Thames Valley district; comfortable berth and good prospects; interview essential. Apply, giving age, experience and salary required, to "P. B. P.," 111 Plumstead High Street, S.E.18.

LADY (Hall Certificate) as Second Assistant for three months, possibly longer; Hospital experience an advantage. Apply East Suffolk Hospital, Ipswich.

MANAGER for Drug and Herbal Store in S.W. London; must be used to Soft Drinks and Herbs; wife can assist; living accommodation if suitable. Apply 182/472, Office of this Paper.

PATENT Medicines.—Wanted, man, age 24 to 34, with previous experience of this department, to take over management of the Patent Medicines and Perfumery Sections of a large provincial store; applicants must have had good previous experience, able to control staff and be ambitious for advancement; applications, in writing, in the first instance, stating age, qualifications and previous experience; all replies treated in strict confidence. 90/5, Office of this Paper.

QUALIFIED Assistant wanted for N.H.I. and Counter. G. A. Dance, 12 College Road, Kensal Rise, London, N.W.10.

QUALIFIED Manager wanted, about 28; business builder; good Window-dresser; smart and capable; must be prepared to invest £150-£200 in new branch business being opened (Yorkshire city), splendid opportunity for right man; salary and share of profits. References, etc., 91/20, Office of this Paper.

QUALIFIED Assistant, with good experience, required for a first-class West-End business. Please write, giving full particulars and stating salary required, to J. T. Sambrook, Ph.C., 36 Avoca Road, Tooting Bec, S.W.17.

QUALIFIED Manager, for small town in Norfolk; young married man preferred with country experience; salary £3 5s. and commission; house provided. Give full details in first letter, 92/10, Office of this Paper.

QUALIFIED Assistant required for small company in country town; agricultural district; no Sunday duty; capable and energetic. Apply, stating usual particulars, moderate salary, 94/3, Office of this Paper.

REQUIRED, at once, fully qualified Chemist and Optician; J.C.Q.O., etc.; Cornwall. All particulars, 93/32, Office of this Paper.

UNQUALIFIED Assistant required for good Family business; must be capable Dispenser. State wage required, age, and when available. 92/200, Office of this Paper.

WHOLESALE.

A FIRM of Wholesale and Manufacturing Chemists, with extensive connection among Doctors, Hospitals and Institutions, at present being worked by a director, desire the services of a smart and business-like Representative; it would be necessary for applicant to become a shareholder to the extent of £500 or above; there is ample opportunity in this position for the right man to assure himself of a very fine income. 91/10, Office of this Paper.

CAN YOU SELL?—If you can make sales we can guarantee you regular repeats with our well-known best sellers, which are proved to be the best repeating lines in the trade; two well-established grounds now vacant; permanent positions and excellent support to men who can get orders, not promises. Details of your previous experience and terms wanted, territory, etc., to The County Perfumery Company, Bradford Street, Birmingham.

REPRESENTATIVES, already calling on Chemists and Photographers, required throughout England and Wales, including London, to carry highly remunerative side line of Photographic Materials. Apply P.C.B. 26/32, Office of this Paper.

Travellers

REQUIRED FOR LONDON AND SEVERAL COUNTRY AREAS

for sale of nationally advertised proprietary lines. Only first class men with established connections amongst chemists, etc., running their own car need apply. Good references essential. No objection if already handling one other good line. Terms: Retaining fee and commission. Apply, with full details in confidence, to 182/473, Office of this Paper.

SALESMEN for London and Home Counties wanted to sell Sundries to Chemists by a firm of actual makers; liberal commission paid or share expenses with one or two other firms. State territory, references, etc., to 181/447, Office of this Paper.

TABLET and Pill Maker, as second in charge, wanted; must have had good experience; suit young man with ambitions; preference for one with experience of making pills on tablet machines. Full particulars, experience, age, etc., to Brook, Parker & Co., Ltd., Bradford.

THE KRASKA CO., LTD., offer a whole- or part-time position to a smart business man with a sound connection in the Trade generally and Exporters in particular; a knowledge of advertising essential; there are also vacancies for several Travellers. Full particulars to 65 Portobello Road, W.11.

TRAVELLERS wanted, all districts United Kingdom and Irish Free State, excepting London, Lancashire, Yorkshire, Hertfordshire, Berkshire, Surrey, Sussex and Hampshire, to sell fine range Bathing Helmets and Caps; 10 per cent. commission basis; must have good connection with Chemists and Fancy Goods shops. Write "Caps," c/o Dixons, 195 Oxford Street, London, W.1.

£10 AS acknowledgment to any representative who can put advertiser in touch with good district or town, anywhere south of Birmingham, in which to open up a new Pharmacy; all communications will be answered; genuine offer; give fullest particulars. 92/15, Office of this Paper.

(COLONIAL, INDIAN AND FOREIGN).

COLONIES.—A first-class Chemist required to start a complete line of Toilet and Perfumery Requisites in the Colonies; one having knowledge of the Soap trade preferred, but not essential; must be a thoroughly experienced and capable man; liberal terms to the right man. Write, stating age, qualifications, experience, and salary required, to "X. O.," c/o Charles Barker & Sons, Ltd., 31 Rudge Row, E.C.4.

SITUATIONS WANTED.

RETAIL (HOME).

2s. for 18 words or less; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

A.A.A.A.A.A.—WORKER, qualified, 27, seeks change; tall, capable, conscientious and competent; accustomed to good-class business; present position 3 years. 91/23, Office of this Paper.

A.A.A.A.A.—QUALIFIED Assistant, 5 years' experience (Irish), young, energetic, excellent references, desires post, Midlands (not essential); used heavy N.H.I.; start immediately. 91/35, Office of this Paper.

A.A.A.A. QUALIFIED Scotsman; young; smart appearance; experienced all branches; good Salesman and Window-dresser; Photography; excellent testimonials. Stewart, 2 Malcolm Street, Dundee.

A.A.A.—ASSISTANT; 32; first-class Counterman, Dispenser; 17 years' all-round experience; last 10 West End; excellent references; trustworthy; disengaged. A. Reed, 3 Stacey Street, W.C.2.

A.A.A.—QUALIFIED; accustomed management and full responsibility; temporary or permanent; London or near; finest references; disengaged. 93/15, Office of this Paper.

A.A.—CAPABLE; qualified; 25; single; experience in London, Midlands and South; competent Dispenser, Window-dresser and Counterman; free almost immediately. "S. E.," 19 Batoum Gardens, Hammersmith, W.6.

A.A.—QUALIFIED; F.S.M.C.; 30; tall; excellent West-End and City experience; Photography; excellent references. 93/8, Office of this Paper.

A.A.—ASSISTANT, unqualified, age 24, London experience, Dispensing, Counter and Photographic, desires post; Lincolnshire or Midlands preferred. 92/22, Office of this Paper.

A.A.—ASSISTANT; 24; Dispenser, Window-dresser, Counter-hand; high-class experience. "Chemicus," 11 Harrington Square, N.W.1.

A.—LOCUM; qualified; registered R.P.U.; long or short period; experienced all branches; active; excellent references; terms moderate. "S. C. J.," 54 Priory Road, West Hampstead, N.W.6. Phone: Maida Vale 8212.

A. NAYLOR, M.P.S., 24, desires situation, Locum or permanency; anywhere; Manchester or Midlands preferred; extensive experience in all classes of business. 20 Lime Grove, Old Trafford, Manchester.

A.—THOROUGHLY competent Assistant; unqualified; accustomed to quick Counter trade, N.H.I. Dispensing; capable of taking charge; best references; elderly; active; energetic; disengaged. Fairweather, 286 Kingsland Road, E.8.

A CAPABLE young man; qualified; 26; West-End and London experience; well-experienced Dispenser, Counterman, knowledge of Toilets, Photographics, Window-dressing; some managerial experience; any responsibility; excellent references; disengaged. "Fernlea," Bryncthyn, Glam.

A CAPABLE, qualified Assistant or Manager; 27; single; experienced all branches Retail; N.H.I. and Private Dispensing, Photographic, etc.; first-class references; Midlands preferred. "M.P.S.," 25 Clifford Road, Blackpool.

A CHEMIST can highly recommend a qualified member of the staff; only sorry cannot find a berth for him; Hull or district preferred; highest references and recommendation. 91/31, Office of this Paper.

A CHEMIST, qualified, with sound, up-to-date, all-round experience, keen Salesman, Buyer and Organiser, wants responsible management of brisk modern pharmacy; permanency and good prospects. "Vita," 92/9, Office of this Paper.

A QUALIFIED Chemist, 29, as Manager; keen, competent and energetic; 12 years' London and Provincial experience; well versed in all departments of pharmacy, including Photography and Toilets. "Veramon," Cranleigh, 58 Oakfield Road, Stroud Green, London, N.4.

A QUALIFIED Chemist, 18 years' Manager, requires permanency in good business town; experienced all branches; excellent Window- and Counter-dresser; convincing Salesman; good address; age 43; disengaged February 16; references. 91/25, Office of this Paper.

A QUALIFIED Chemist, thoroughly conversant in all branches of business, seeks post offering prospects; disengaged soon. "Chemist," 13 Baron's Court Road, S.W.14.

A CTIVE; unqualified; middle-aged; disengaged; excellent varied experience; good Prescriber; successful Manager. Fletcher, 91 Dancombe Road, Holloway, N.19.

A S Locum or temporary position; qualified; 33; experienced Manager and Assistant. "Chemist," 50 Grove Lane, Camberwell, S.E.5.

A SSISTANT; 26; single; disengaged; very good Dispensing, Counter and Photographic experience (six years in London); well recommended. G. Ramdin, 41 Westcroft Square, London, W.6.

A SSISTANT; unqualified; 29; height 5 ft. 10½ in.; single; abstainer; fully experienced all branches, Dispensing, Counter, etc.; capable; energetic; trustworthy; go anywhere; excellent references; disengaged February 14; salary £3 5s. per week. 91/37, Office of this Paper.

A SSISTANT; qualified; age 25; good general experience; temporary or permanent; East Midlands preferred. H. Wainman, Albert Street, Mansfield.

A SSISTANT or Manager; qualified 1928; age 23; Counter, Dispensing and Display; London district preferred. 89/35, Office of this Paper.

NAMES AND ADDRESSES.

When sending advertisements for any of the sections in this Supplement, advertisers—as a guarantee of good faith and not necessarily for publication—should always give their names and addresses. It sometimes occurs that this rule is not followed and delay and disappointment ensue. Strict attention to this detail will be appreciated.

A SSISTANT (young lady, 21), used to quick Counter trade, desires change for further experience; any large town; references. 90/36, Office of this Paper.

A SSISTANT, 23, with Part I Examination, seeks post with good-class Chemist; London essential; 2 years' London experience. W. G. A. Harries, 203 Harlesden Road, Willesden Green, London, N.W.10.

A SSISTANT; unqualified; single; first-class general all-round experience; disengaged. Jones, 8 Kingswood Avenue, Queen's Park, N.W.6.

A SSISTANT (Junior), 6 ft., good appearance, desires change; London or vicinity preferred; good Dispenser, Window-dresser, Counterman; Photographic (D. & P.). J. H. Beck, 23 Kenilworth Road, Southampton.

A SSISTANT or Locum; Counter, Dispensing, Photography; experienced; unqualified; disengaged; good references. "K.," 62 Blenheim Road, East Ham, E.6.

A SSISTANT; unqualified; 10 years' experience (all round); tall; good Prescriber, keen Counterman, accurate Dispenser; Bucks or Home Counties preferred. "Glauber," 92/37, Office of this Paper.

A SSISTANT; unqualified; male; 22; tall; City experience; accurate Dispenser; excellent references; disengaged. K. Gilbert, 34 Seafield Road, Blackpool.

A T liberty; 34; unqualified; married; desires permanency; last two berths 9 years; capable; experienced; reliable; excellent references. Johnson, 13 Lavant Street, Petersfield, Hants.

B RANCH Manager; 28; 6 years' excellent experience in all departments; splendid references; total abstainer; energetic and trustworthy; disengaged. 92/29, Office of this Paper.

B RANCH Manager for a Combine desires Managerial position with Private Chemist in London; 10 years' experience in all trades; is willing to act as Working Partner for anyone requiring live Chemist; age 27. "M.P.S.," 119 Fieldina Road, Bedford Park, W.4.

C APABLE, energetic Assistant seeks post; experienced; courteous and obliging; unqualified. "Alpha," 11 Station Road, Chingford, E.4.

C ARDIFF, lady, 22, studying Hall, requires part-time, 6 p.m. and Saturdays; Dispensing, Book-keeping, etc.; Chemist or Doctor. Write Davies, 135 Macintosh Place.

C HEMIST-OPTICIAN, F.S.M.C., B.O.A., J.C.Q.O., 27, provincial, West-End and City managerial experience, desires change; permanency; possesses the ability to work and thoroughly modern. Write (in confidence) 91/36, Office of this Paper.

C OMPETENT, unqualified Assistant (male) requires position of trust; keen Salesman, Dispenser, Window-dresser; West-End experience; highest references; age 24; disengaged. C. Hulme, 5 St. John's Wood Terrace, N.W.8.

D ISENGAGED; Locum; any period; experienced; competent; reliable; highest references. Terms, etc., "Locum," 56 Rudloe Road, Clapham Park, S.W.12.

D ISPENSER (Hall Certificate); young; experienced; doctor, shop, hospital; quick, clear, accurate. Miss Seaward, The Bungalow, Clearmount Road, Weymouth.

D RUG Store Manager or Chemist's Assistant; unqualified; tall; good appearance; held position of trust 10 years; moderate salary. "Rhei," c/o 9 Forest Road, Cheshunt, Herts.

E ASTERN COUNTIES.—Qualified, 37, single, desires post as Assistant or Manager; good-class Dispensing and Counter experience; 10 years present position; excellent references. "Chemist," 38 Duke Street, Norwich.

E XPERIENCED; qualified; 20 years' Dispensing, Retail and Photographic; capable; willing; disengaged. (Mr.) Jamieson, 23 Sinclair Road, W.14.

E XPERIENCED Lady Book-keeper; West London; 12 years' reference; salary £3 or offer. "D.," 216a The Grove, W.6.

H. BURDEN, M.P.S., Fore Street, Wellington, Som., is free to accept post as Manager, Senior or Locum; excellent references.

I MPROVER desires change; Window, Dispensing; keen Counterman; unafraid of work; London essential. Davies, 5a Gladstone Parade, Cricklewood, N.W.2.

J UNIOR; unqualified; disengaged; reliable Dispenser; Windows, Counter, Photography; excellent reference; age 23. Tilsley, Cross Road, Gorleston-on-Sea.

J UNIOR Assistant seeks further good Dispensing experience; Part I; Public School education; good Window-dresser, tactful Salesman; height 5 ft. 10 in.; age 21; smart appearance; free any time for interview. Hanne, 86 Blandford Road, Beckenham, Kent.

LADY Dispenser (Hall) desires post; experience Chemist and Doctor; small salary. "Dispenser," 24 Queen Anne's Gardens, Ealing, W.5.

LADY, young (Hall Certificate), requires post; rather deaf; no counter work; would do anything where deafness immaterial; last post 5 years, Dispensing. Write "L. M.," 41 Augustine Street, Taunton.

LADY Dispenser (Hall); 12 years' Dispensing and Retail experience; Chemist or Doctor. 96 Benhill Avenue, Sutton, Surrey.

LADY (Hall) requires work, whole or part time; Dispensing, Counter, Stock; experienced; willing; N.W. preferred. 71 Falkland Road, N.W.5.

LANCASHIRE Pharmacist desires position, Manager, Assistant or Locum; trustworthy; conscientious; active; young. "Drugs," 40 Lytham Road, Fulwood, Preston.

LOCUM, relief, Manager; "not registered"; 20 years' experience; Dispensing, Stock, Counter, Salesman, Prescriber. "G.," 130 Scott-Ellis Gardens, N.W.8.

LOCUM, qualified. Gentleman, having disposed of his own business, is open for a few weeks' engagement; keen Salesman and good Window-dresser; absolutely trustworthy. "Chemist," 19 Redcliffe Road, S.W.10.

LOCUM or Manager; elderly; abstainer; London; varied experience. Thomas, 37 Downs Road, Clapton, E.5. Phone: Clissold 9324.

MANAGER; qualified; thoroughly experienced; has valuable specialities to introduce; would invest capital in sound concern; permanency. 92/31, Office of this Paper.

M.P.S., 28, requires permanency; 15 years' excellent experience in every branch, including Photography; keen, energetic, conscientious. Terms, "Chemist," "Bechwood," Hungerford Road, St. Annes-on-Sea.

M.P.S. requires permanency; Assistant or Manager; good experience, Retail, N.H.I.; London preferred. Foster, 64 Falmouth Road, Newington, S.E.1.

M.P.S., middle-aged; Locum, relief, or part time; disengaged; 20 years' own business; wholesalers' references. Jones, 70 Lee Road, Blackheath, S.E.3.

M.P.S., possessing the requisite experience of management (private and multiple), free for London engagement; interviews promptly on request. "Radium," 92/35, Office of this Paper.

M.P.S., F.S.M.C. (and Supplemental), 24, Square trained, requires situation with Chemist or Chemist-Optician as Manager or Assistant. 93/2, Office of this Paper.

M.P.S., F.S.M.C. (passed Supplemental Examination), 23½, requires position with Chemist-Optician, in or near London; used to managing high-class pharmacy. 92/6, Office of this Paper.

NORTH MIDLANDS—Young Qualified Chemist seeks engagement; country pharmacy preferred; sound Dispensing; agricultural and veterinary experience; excellent references. 94/16, Office of this Paper.

PART-TIME, mornings and/or evenings; 38; quick and accurate Dispenser; used to heavy N.H.I., Counter, Windows; undeniable references; moderate salary. "A. B.," 2 Walham Grove, S.W.6.

PHARMACIST, in present position as Manager for twelve years, would be glad to hear particulars of any vacant position. 94/25, Office of this Paper.

QUALIFIED, 25 years of age, tall, desires situation; London or Liverpool preferred; 9 years' experience; excellent references. Hughes, c/o Bryan, Chemist, Penmaenmawr.

QUALIFIED Manager or Assistant; 28; married; keen, capable, reliable; 11 years' excellent experience (five in own business) in all branches. Thomas, 12 Gnoil Road, Godregraig, Swansea.

QUALIFIED man, 37, single, desires post as Manager shortly; London preferred; good London experience. P.C.B. 28/4, Office of this Paper.

QUALIFIED; 26; good all-round experience; London and provinces; now vacant. Stocks, 22 Endlesham Road, Balham, S.W.12.

QUALIFIED lady seeks situation; good Dispenser; references; London or N.W. district. "Chemist," Mander, 63 Old Compton Street, W.1.

QUALIFIED lady requires post; Surgery, Retail or Hospital. 92/33, Office of this Paper.

QUALIFIED desires post as Senior Assistant or Manager, with view to early succession; South Lancashire preferred. 93/11, Office of this Paper.

QUALIFIED Manager; sound, experienced man; 10 years own business; preferably with living accommodation; absolutely reliable; interview any time; free now. Ward, M.P.S., F.S.M.C., "Ellerslie," Leancy Park Road, Erith, Kent.

RETIRED Chemist requires appointment as Manager or Dispenser; occupation of more importance than salary. For particulars apply to "Chemist," 327 Croxted Road, Herne Hill, S.E.

SEASON—M.P.S., 26, at present managing in London, requires post; South Coast preferred; commence April; first-class experience in all branches, including D. & P.; excellent references. 91/4, Office of this Paper.

SURGICAL Appliance Fitter (male) seeks change; capable fitter of all types of surgical and orthopedic appliances. 90/10, Office of this Paper.

UNQUALIFIED Assistant, young, 5 years' experience with large firm in Dispensing, Counter, and Window-dressing, 1 year London (West End), requires permanency; London, Birmingham or Lincolnshire preferred. Beck, 1 Red Lion Street, W.C.1.

UNQUALIFIED; 34; married; all-round experience; 10 years present situation; principal retiring. Browne, 45 Conway Street, Nottingham.

UNQUALIFIED gentleman; 34; tall; exceptional Salesman and personality; sole charge branch 6 years. Zingiber, 8 Bystock Terrace, Exeter.

UNQUALIFIED Scot, 22, disengaged, well trained in all branches, excellent Dispensing experience, desires situation in London or Eastern suburb. Stephen, 51 Earham Grove, E.7.

UNQUALIFIED; 30 years' experience; Counter, Dispensing, Stock; would manage Drug Store, view purchase. Bagshaw, Park Square, Newport, Mon.

UNQUALIFIED Assistant; capable; age 26; tall; 8 years' experience, Dispensing and Counter; disengaged. Jeeves, 30 Alexandra Road, Lowestoft.

WANTED, immediately, Locum or part time by qualified (lady) Pharmacist; quick, accurate Dispenser; 7 years' high-class experience; excellent references. 93/34, Office of this Paper.

YOUNG lady (Hall), 21, desires post with Chemist or Doctor; well recommended. Mourant, 67 Bedford Road, Clapham, S.W.4.

£4 WEEKLY—Experienced Chemist; sound Dispenser, exceptional Prescriber; Veterinary; slight Optics; dispensing preferred "A. M. P.," 88 Vauxhall Bridge Road, S.W.1.

WHOLESALE.

2s. for 18 words or less, 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

A.A.A.—YOUNG, energetic M.P.S. desires to represent good house in Northern Ireland and Free State; slight representative experience; good connection among Chemists; Public School education and good appearance. 91/350, Office of this Paper.

A WELL-ESTABLISHED company requiring services of experienced Assistant Sales Manager or Representative, with thorough knowledge of trade and modern sales methods, sound references, energetic, strong personality, age 30, is asked to arrange interview (in confidence) through 91/9, Office of this Paper.

A YOUNG, married, Pharmacist (proprietor of own business) seeks position with Manufacturer in any capacity where industry and ability will lead to responsibility. 94/2, Office of this Paper.

CAPSULE Maker seeks a situation; 7 years' good experience in trade; good worker. 182/474, Office of this Paper.

DRUG Traveller; thorough knowledge of the trade, together with 15 years' travelling experience, calling on the Medical profession, seeks position with first-class Drug House; disengaged. 94/18, Office of this Paper.

DRUGGISTS' Sundries, Surgical Dressings, Packed Goods, etc. Well-known Buyer is open for engagement in a capacity where his knowledge would be of advantage. P.C.B. 28/11, Office of this Paper.

EXPERIENCED West London Medical Propagandist, age 34, desires change. 91/29, Office of this Paper.

EXPERIENCED Representative for Manchester and Lancs; good appearance, personality, with Retail experience. "Chemicus," 55 Clarence Street, Gt. Clowes Street, Manchester.

KEEP your selling costs low! Representative, keen, energetic, long experience, established London and Suburban connection, seeks appointment with reputable House, Sundries, Perfumery or Speciality; highest references; undeniable sales record. P.C.B. 28/28, Office of this Paper.

LADY, B.Sc., 6 years' Research in Organic Chemistry, good French and German, some experience in Patent work, Shorthand and Typing, seeks post in Chemical, Patent Agent, or similar firm. Apply 86/2, Office of this Paper.

PHARMACIST, 37, has had 10 years' experience in leading firm of Wholesale Druggists, desires similar post, either at home or abroad; would invest capital if desired upon investigation. P.C.B. 28/6, Office of this Paper.

ADVERTISERS would consider the **PURCHASE OF GOODWILL**, etc., of any **PATENT MEDICINE** or **PROPRIETARY ARTICLE**—or **ARRANGE** for its **MANUFACTURE** and **DISTRIBUTION**.

State full particulars, 174/209, Office of this Paper.

QUALIFIED, 23, seeks progressive post with Wholesale House (indoors) or as Representative; sound Retail knowledge; excellent references. 94/11, Office of this Paper.

REPRESENTATIVE, age 34, with valuable connection Wholesale and Retail Chemists and Medical Profession in Yorkshire and Lincolnshire (Drugs, Tablets and Pharmaceutical Specialities), desires position with reputable firm; can supply evidence of sales and highest references; own car. 91/32, Office of this Paper.

REPRESENTATIVE, with excellent connection Wholesale and Retail Chemists, Northumberland, Durham, Yorkshire, desires re-engagement; recently with well-known proprietary house; splendid references; now in London; drive car. P.C.B. 27/31, Office of this Paper.

REPRESENTATIVE post desired by unqualified man, view to interest in small Wholesale Firm; age 31; 13 years' first-class Retail experience, 2 years' Wholesale; keen; energetic; own car. 92/40, Office of this Paper.

SALES Executive of considerable experience and influence will shortly be available; 10 years successful control of range of products selling to public, Pharmacists and Medical Profession; thorough knowledge manufacturing and distribution; record of past achievements to any principal interested. 182/470, Office of this Paper.

SALESMAN, representing a firm of Toilet Soap Makers and Perfumers, having excellent connection with Chemists and Stores, North of England and East Midlands (own car), would be pleased to represent a non-competitive firm in conjunction; terms, half expenses. "Assured," 91/11, Office of this Paper.

SMART intelligent man, 21, 5 years' experience Sales Department prominent Perfumers, desires position in similar line representing manufacturers; tact; initiative; plenty of confidence; only live propositions considered; excellent references. P.C.B. 27/22, Office of this Paper.

YOUTH; excellent references; 8 years' all-round experience, Costing Proprietary Foreign Medicines and Perfumery, attending to Customs formalities. P.C.B. 28/13, Office of this Paper.

YOUNG man requires work in Analytical, Bacteriological, Laboratory, or in Pharmaceutical work; experienced in above subjects. Apply R. Elms, 15 Stanley Road, Bowes Road, New Southgate, N.11.

(COLONIAL, INDIAN AND FOREIGN.)

PHARMACIST, 39, 12 years' tropical experience, Manager, abstainer, healthy, desires responsible position, anywhere. "Macleod," 4 Dalmy Street, Glasgow.

PHARMACIST, 37, is desirous of undertaking a position of trust and responsibility in any capacity; has had many years' sound Wholesale and Retail experience with leading firm of Manufacturing Chemists; possessor of good health and personality. P.C.B. 28/5, Office of this Paper.

QUALIFIED Assistant desires post healthy Dominion; usual terms; excellent references; young and energetic; sail immediately. 91/351, Office of this Paper.

FOR SALE.

6s. for 50 words or less; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

STOKES' "Eureka" Hand Tablet Machine, mounted on metal stand and fitted with special large feed hopper, complete with two sets of round punches and dies, cost over £18, in new condition and perfect working order, price £7. E. Chadwick, 182 Oldham Road, Manchester.

We desire particularly to draw the attention of Colonial and Foreign Subscribers to the fact that in cases where they require partners, agents or assistants, or wish to sell their businesses, an Advertisement in this Supplement, placed in every copy of "The Chemist and Druggist," should be the readiest means of helping them to attain their object. The tariff for such announcements is given under the appropriate headings in the Supplement. Instructions and remittances can be sent to us direct or through the advertisers' correspondents in this country.

CLEAR OUT—your Old or Damaged Stock of Photo Goods

Why keep them any longer? Turn them into CASH.

I GIVE BEST PRICES for Old Films (damaged, fogged or expired dates); Packet Papers. Cards (any sizes). Old Photo Goods or Cameras. Bromide Papers. Plates (all sizes, all makes). Send any goods in the photo line. I buy all, good or bad. Cash per return. A good price for all Cameras. Send them along.

S. E. HACKETT, 23 July Road, Liverpool

MISCELLANEOUS.

10s. for 60 words or less; 1s. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

CHEMISTS' FITTINGS.—We hold an immense stock of Drug Fittings, Dispensing Screens, Glass Fronted Counters, Perfumery Cases, Nests of Drawers, Wall Cases, Silent Salesmen, Upright and Flat Counter Cases, Plate-glass Counters, Cash Tills, Display Stands and Glass Shelves, etc., ready for immediate delivery at competitive prices. Write or call for List. F. MAUND & E. BERG (SHOWCASES), LTD., 175/9 and 336 Old Street, London, E.C.1.

CLEARANCE of Surplus Stock of Lin. Plate Glass, suitable for shelves, etc. (limited quantity only); from 9d. per sq. ft. British Glass Coy., Coopers Building, 2 Church Street, Liverpool.

ENTIRE CHEMISTS' FIXTURES.—We can supply your requirements from our immense stock, and give free delivery London. Send us your particulars; better still, visit our Show Rooms. RUDDUCK & CO., Drug Store Fitters, 219 Old Street, London, E.C.1.

FOR Sale, Plant of Perfumery and Essential Oil Distillers, consisting of Stills, Separating Pans, Refrigerator, Electric Motors, Vacuum Pump, Motor Car and Lorry, etc. "P. P." 85 Blackfriars Road, London, S.E.1.

LIMITED COMPANIES REGISTERED.—I have now been engaged in this work over 20 years, so you may rely that my experience in Chemist and other Companies (I take all trades) is hard to beat. Most reasonable and inclusive fee. Advice free. A. B. SLACK, 15 Christ Church Avenue, West Didsbury, Manchester.

WANTED, second-hand Ointment Mill for power. Reply 91/33, Office of this Paper.

£?—COMPLETE CHEMIST FITTINGS at any price you wish to pay. We have erected in our showroom a Complete Chemist Shop with Metal Shop Front, Window Backs, Correct Window Lighting Signs and Modern Interior Fittings. 40-page Catalogue on request. D. MATTHEWS & SON, "The Liverpool Shop Fitters," 14 and 16 Manchester Street, Liverpool. Est. 1848.

£84.—COMPLETE SET of first quality Mahogany Fittings, comprising 12 ft. Drug Fitting, complete with drug drawers, cupboards, lockers, etc.; 10 ft. Serving Counter with showcases in front and drawers behind; 6 ft. Dispensing Screen complete with drawers below compounding counter; 6 ft. Glass Wall Showcase, Perfume Showcase and Desk. Call or write, PHILIP JOSEPHS & SONS, LTD. 90/92 St. John Street, Clerkenwell, E.C.1. "Pharmacy Fitters for Over a Century."

EXCHANGE COLUMN.

2d. per word: Minimum 2s. (Box No., 1s. extra.)

FOR DISPOSAL.

KODAK COMMERCIAL PRINTER; Kodak Glazing Apparatus; Oxygen Gauge and Fittings. 65 High Street, Newport, Mon.

SHOP ROUNDS, assorted sizes; Jars, Scales (Dispensing) and Accessories. Apply Francis & Son, Ltd., The Exchange Stores, Brixton Road, S.W.9.

AVERY WEIGHING MACHINE, slot, electric, perfect condition, new; Velox Print Drier and Motor for same, used 4 years, good condition. 90/37, Office of this Paper.

OERTLING BALANCE, in excellent condition, with weights and riders complete; cost over £25; weighs 1/10 milligram to 100 milligrams; nearest offer accepted. 93/4, Office of this Paper.

WANTED.

B.P.C., also 3 gr. x 24 Pill Machine. Thacker, Chemist, Cricklewood.

SHOP FIXTURES wanted, second hand; must be reasonable. Full particulars to 93/38, Office of this Paper.

GOWER, Chemists' Bookseller, 41 Voltaire Road, Clapham, wants Pharmaceutical Books, including B.P., Pharmaceutical Formulae, B.P.C., P.J.F., Optical Books, Materia Medica Collections.

LOST SALES—LOST PROFITS CHEMISTS THROWING MONEY AWAY ARE YOU ONE OF THEM?

The following notes tell their own story of local chemists unable to supply their clients with our goods which are increasing in demand all over the country—

GLASGOW, W.2: "Kindly forward 2 Bottles of your 'Flu Pill to above address."
Mrs. J. A.

RUGBY - - - "Would you please send me 4 Boxes of H.B.T. Aseptic Toilet Soap, for which I enclose cheque 10/-."—Rev. ———

CLAUDY, CO. DERRY: "Please send 1 Cake H.B.T. Aseptic Soap; also 2 Shaving Soap."—G. R. P.

BELFAST - - - "Kindly send me 4 Sticks of your H.B.T. Shaving Soap."—J. G.

DUNDEE - - - "Please send by return 1 Stick H.B.T. Aseptic Shaving Soap."—W. M.

LOCHEE, DUNDEE: "Please send a Box of H.B.T. Aseptic Toilet Soap."—M. F.

DUBLIN - - - "Please send Box H.B.T. Soap and 1 Shaving Stick."—R. R.

RUGBY - - - "Please send 2 Boxes H.B.T. Aseptic Toilet Soap and 3 Sticks H.B.T. Shaving Soap."—H. H.

BEESTON, NOTTS: "Please send Box of H.B.T. Toilet Soap."—L. S.

SANQUHAR - - - "Please send Tablet H.B.T. Soap. Cannot get it in Sanquhar or Dumfries."—A. M.

WIMBLEDON, LONDON, S.W.2: "My fellow-worker in China has written asking me to take out to him 1 Dozen Cakes of your H.B.T. Soap. I have succeeded in getting only 5 Cakes. Will you kindly send me the other 7."—H. P.

These are only a few of the many scores of letters being received from Glasgow, Edinburgh, Aberdeen, Inverness, Dublin, Cork, Londonderry, all parts of London, Manchester, Birmingham, Liverpool, Sheffield, Carlisle, Bournemouth, Brighton, Leicester, Goo'e, Hull, and many other towns at home and abroad. Doctors, Clergymen, Lawyers, Schoolmasters and all sorts and conditions of men and women have written expressing their unqualified appreciation of H.B.T. PRODUCTS.

**MAY WE ASK YOU TO BE GOOD ENOUGH TO
INCLUDE A SMALL SUPPLY OF OUR PRODUCTS WITH
YOUR NEXT ORDER TO YOUR WHOLESALE?**

We will gladly send you Showcards and Sales Material.

H.B.T. ASEPTIC TOILET SOAP 9d. ; Boxes of 3 Tabs 2/3

H.B.T. ASEPTIC SHAVING SOAP 1/-

H.B.T. 'FLU PILLS 2/6 Bottle

**TERMS: 33 $\frac{1}{3}$ %, OF ALL WHOLESALE HOUSES OR DIRECT FROM
HUNTER BEATTIE, MONTEITH ROW, GLASGOW, S.E.**

BRITISH INDUSTRIES FAIR

OLYMPIA, LONDON

FEB. 16—27, 1931

Stand
B85 & 88



Stand
B85 & 88

Exhibit of

FINE CHEMICALS

including

SYNTHETIC CHEMICALS

INDICATOR DYES

MICROSCOPIC STAINS

ANALYTICAL REAGENTS

MEDICAL PRODUCTS

including

VITAMIN PRODUCTS

RADIOSTOL (Vitamin D)

RADIOSTOLEUM (Vitamins A & D)

RADIO-MALT (Vitamins A, B & D)

*All British-made and all of the
B.D.H. recognised Standard of
Purity and Therapeutic Activity*

THE BRITISH DRUG HOUSES LTD.

GRAHAM STREET

LONDON, N.1

